

FIG. 1A

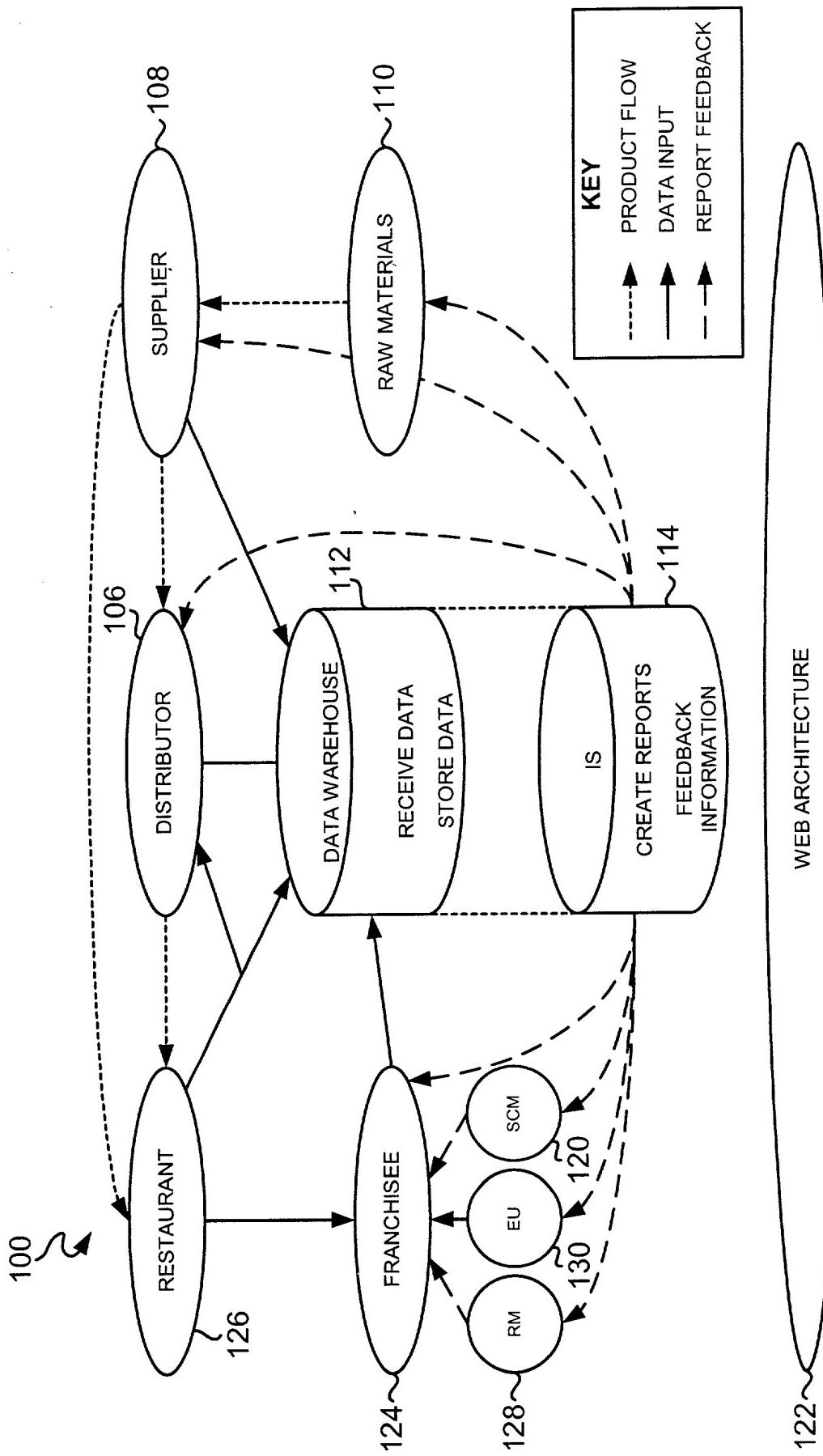


FIG. 1B

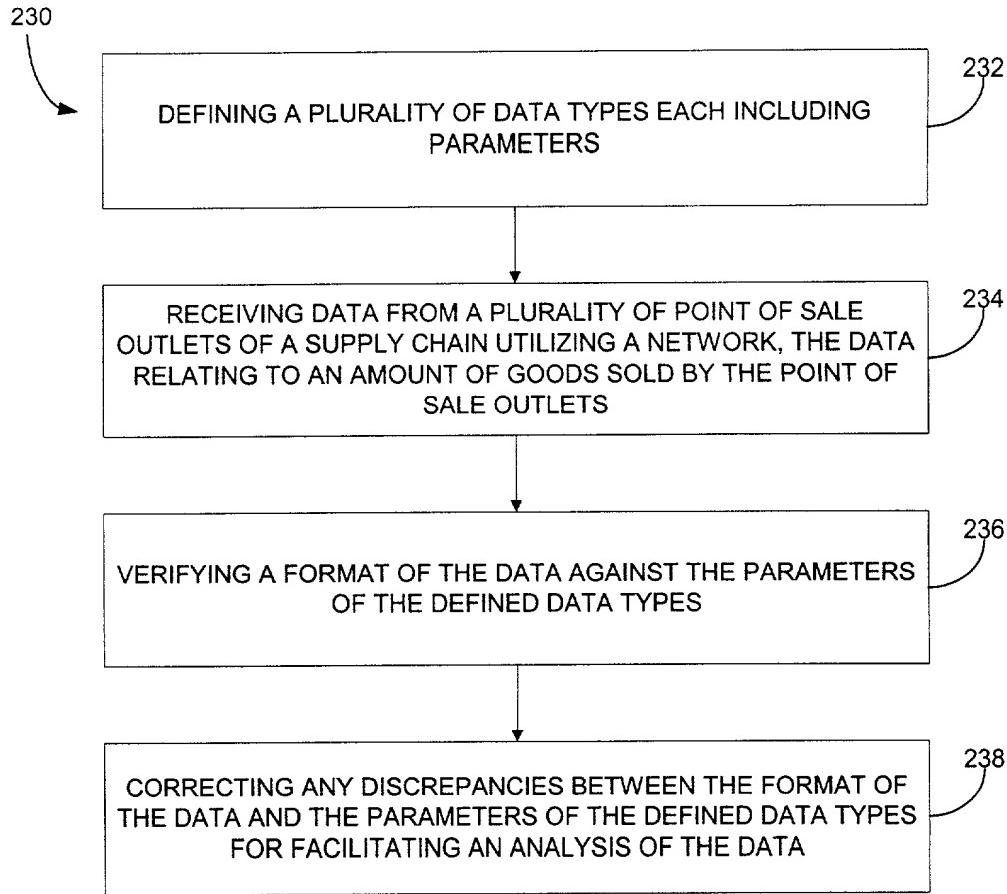


FIG. 2

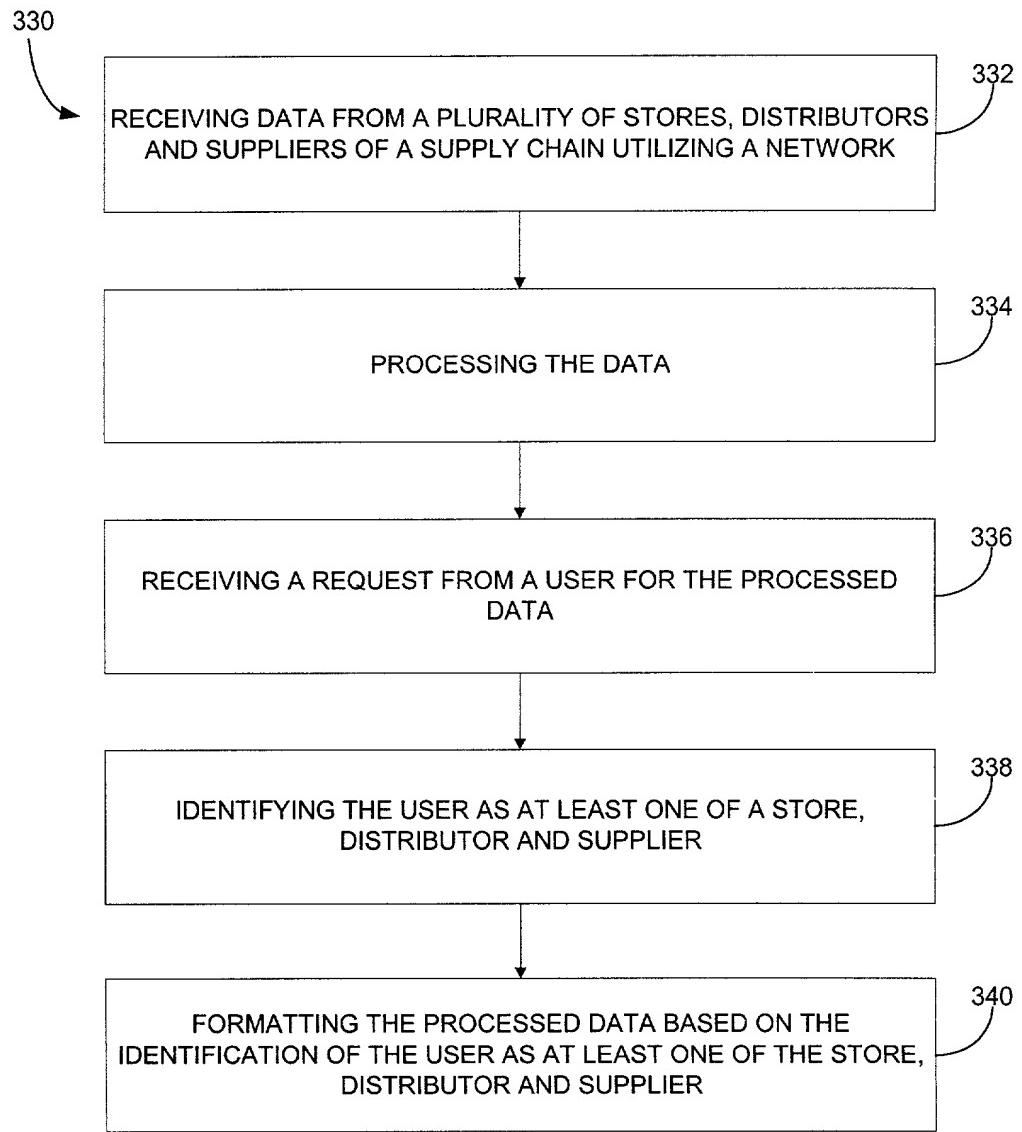


FIG. 3

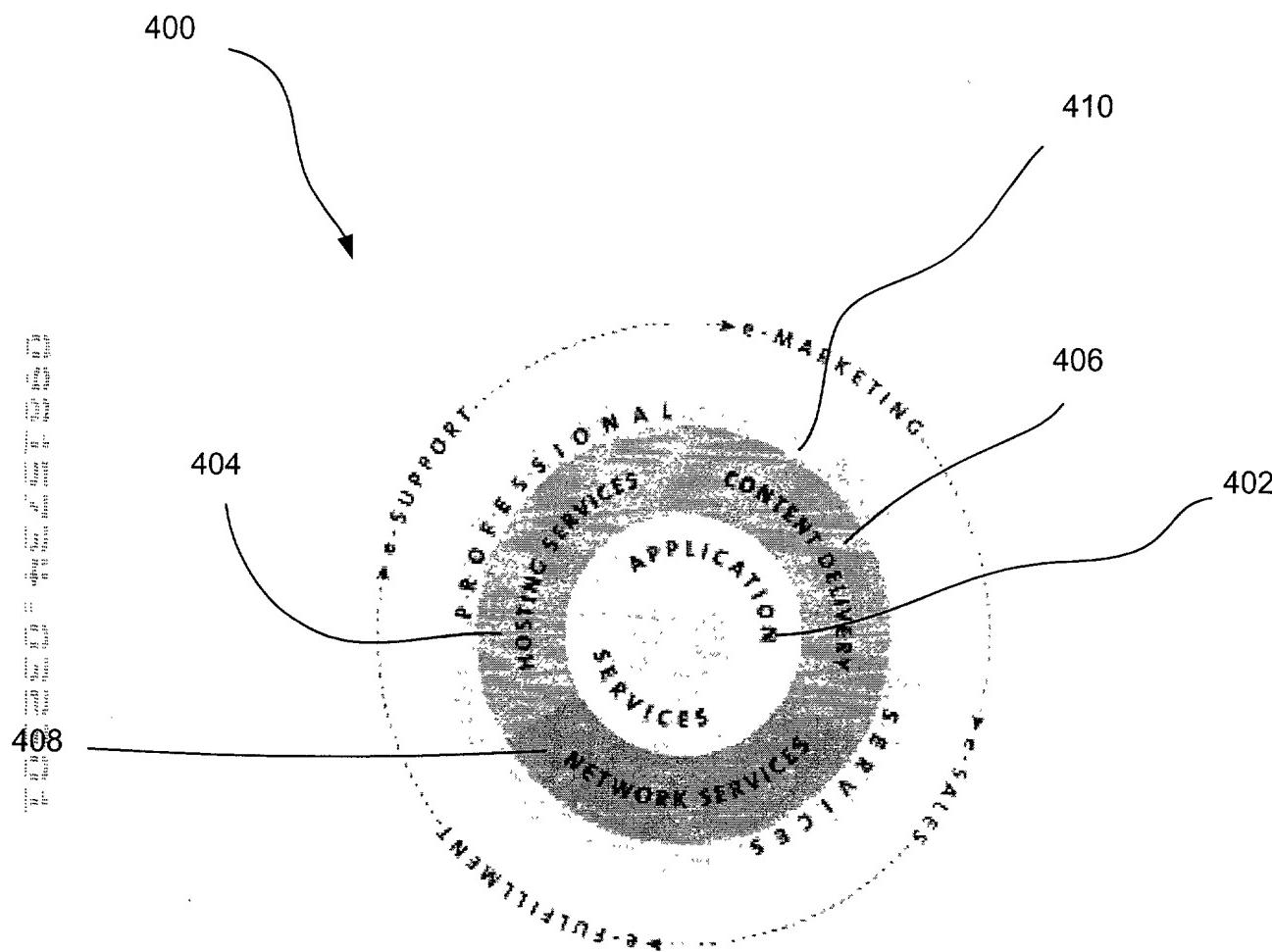


Fig. 4

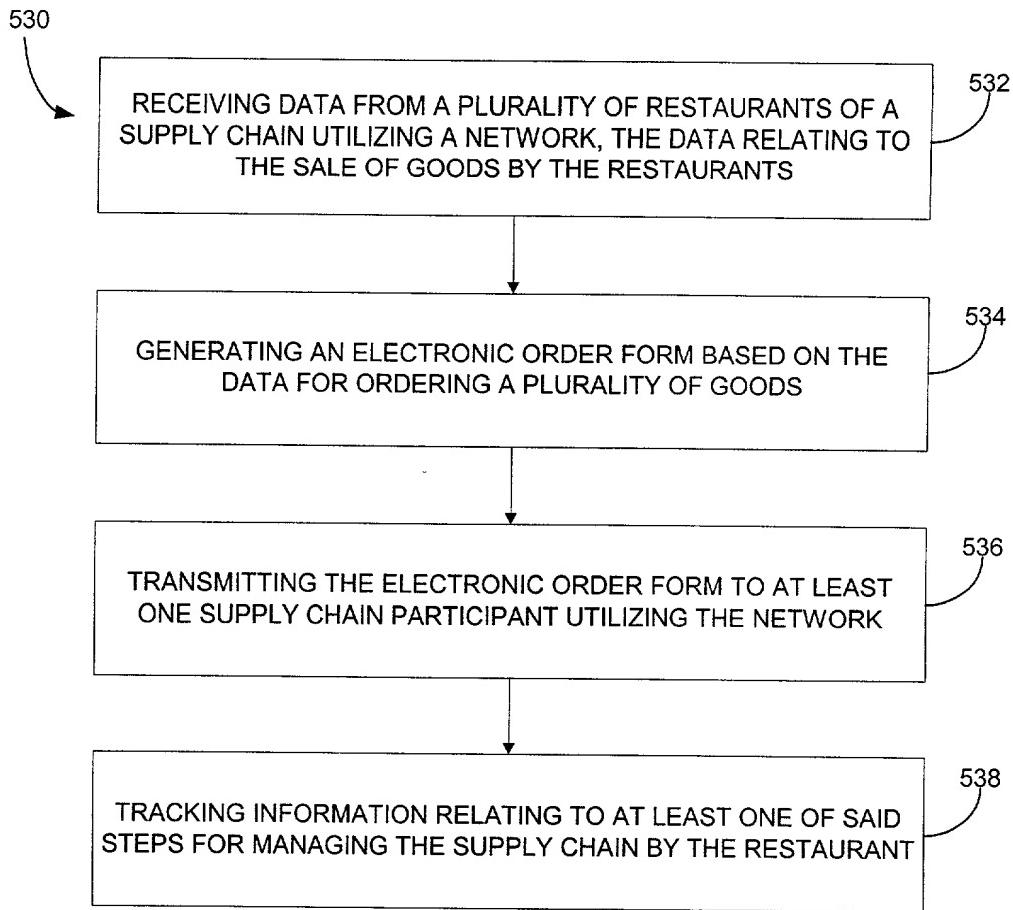


FIG. 5

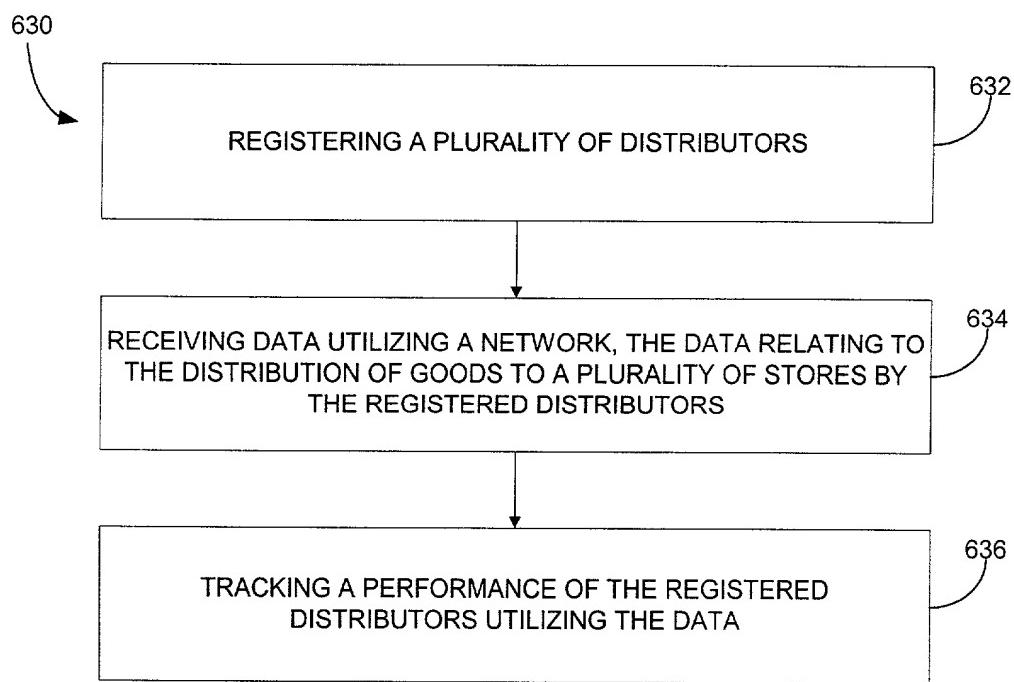


FIG. 6

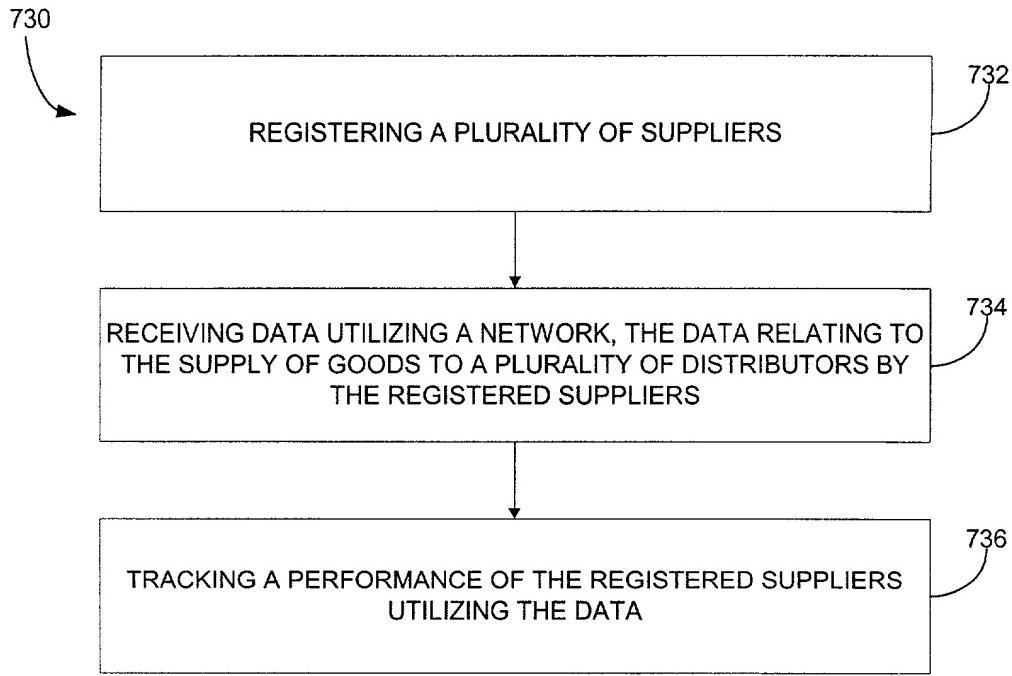


FIG. 7

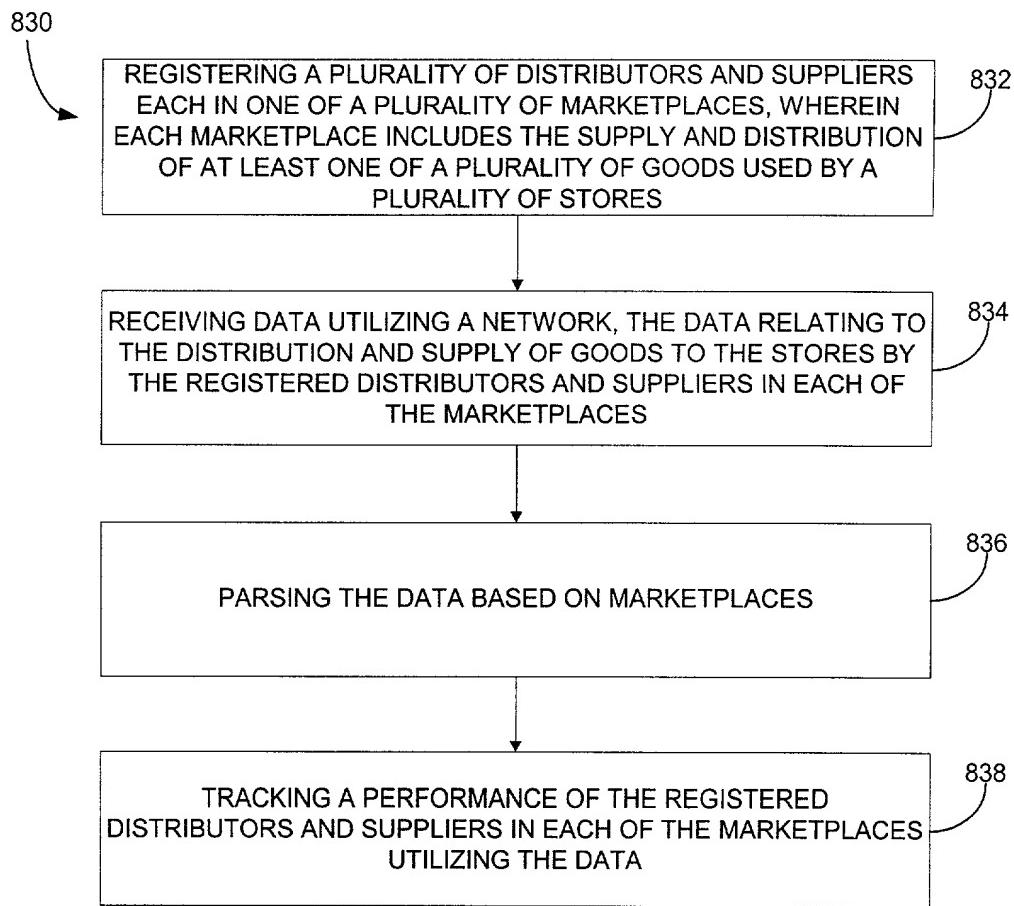


FIG. 8

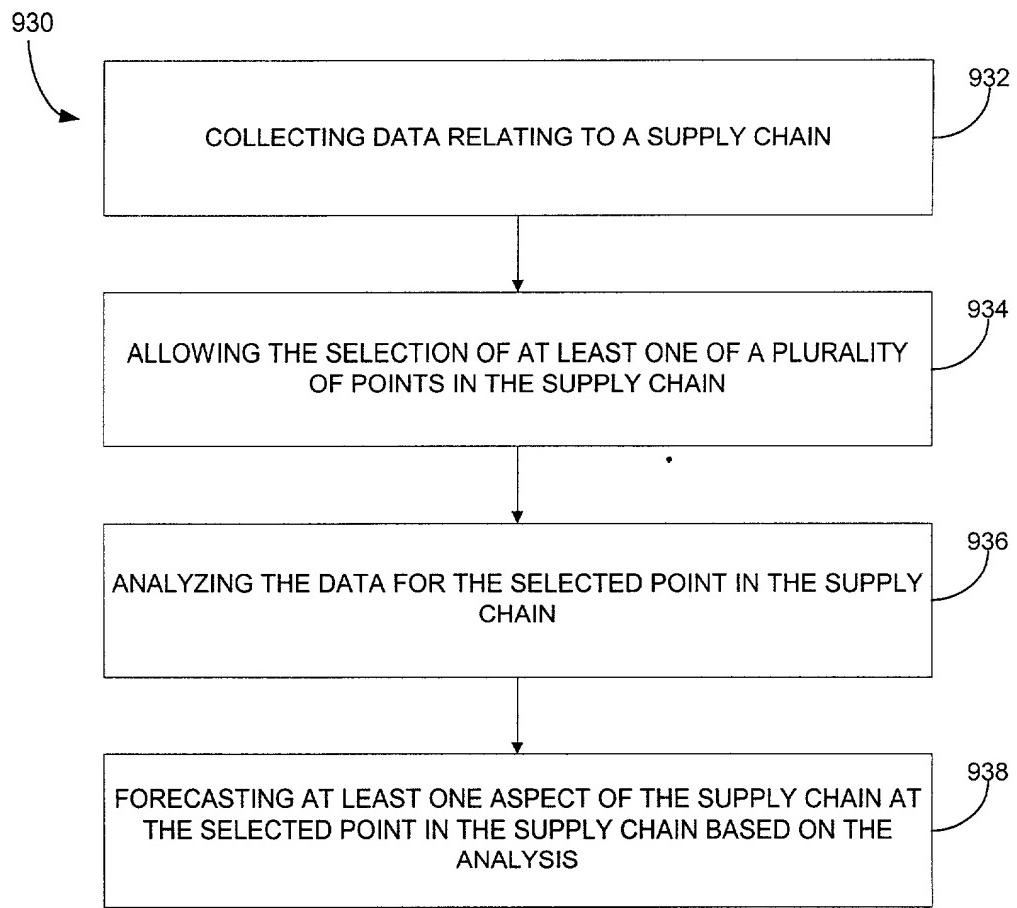


FIG. 9

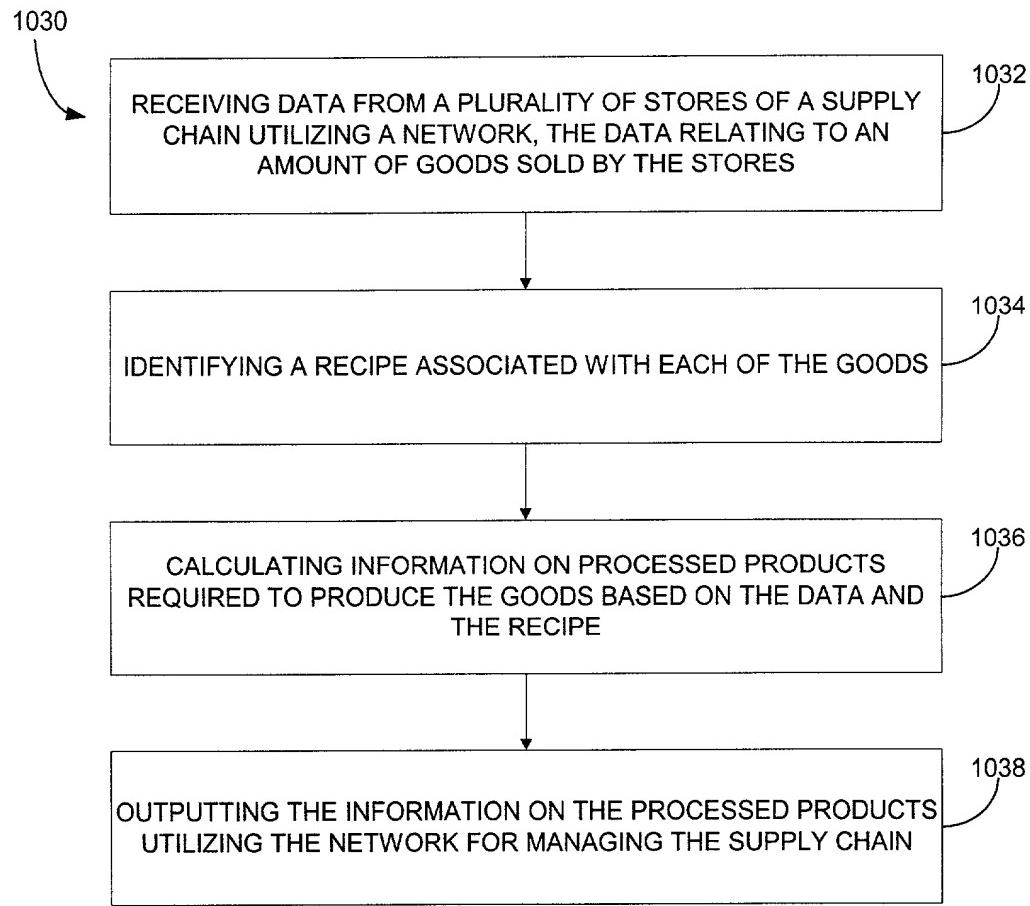


FIG. 10

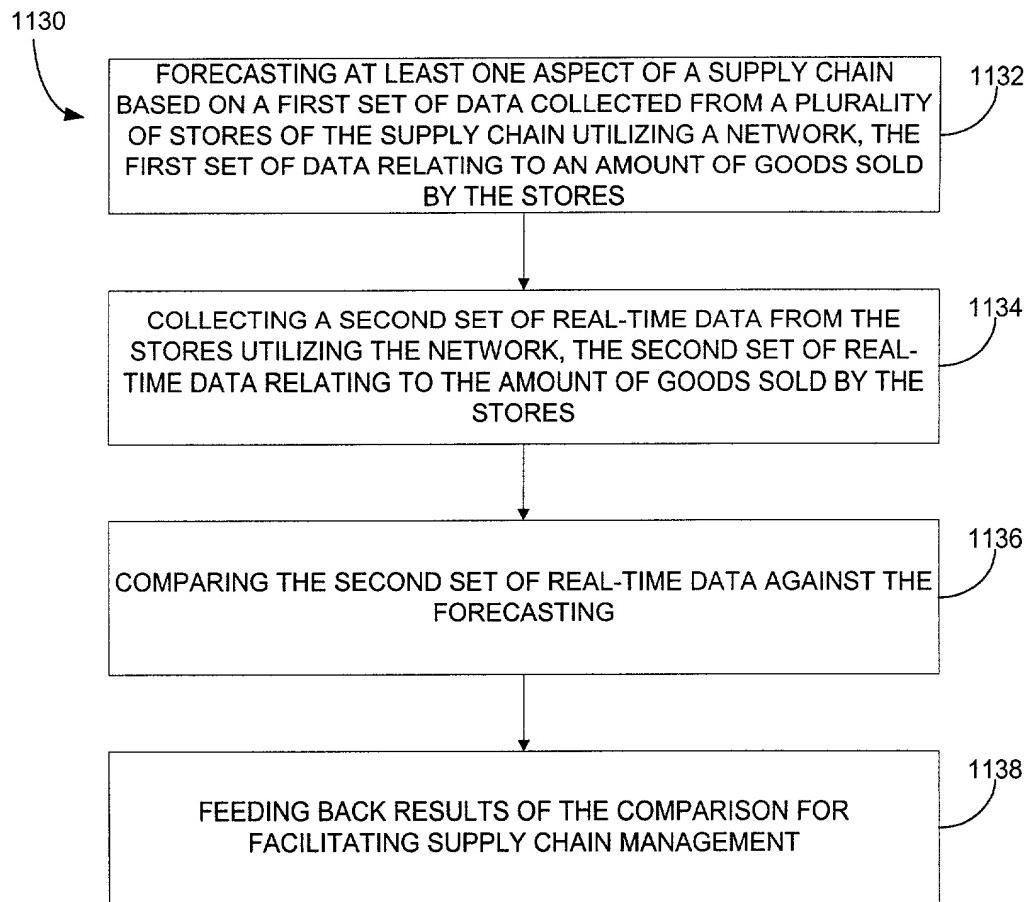


FIG. 11

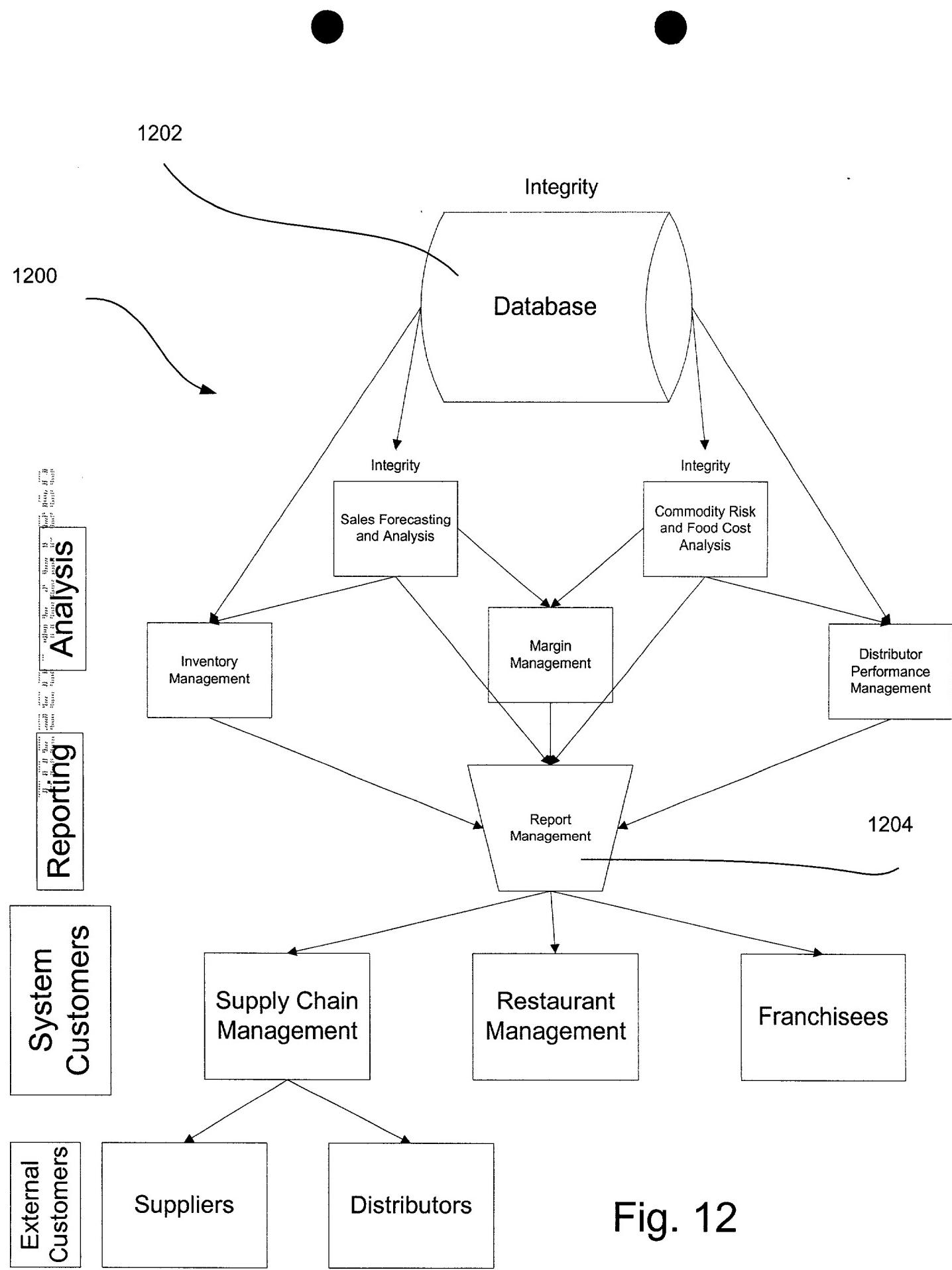


Fig. 12

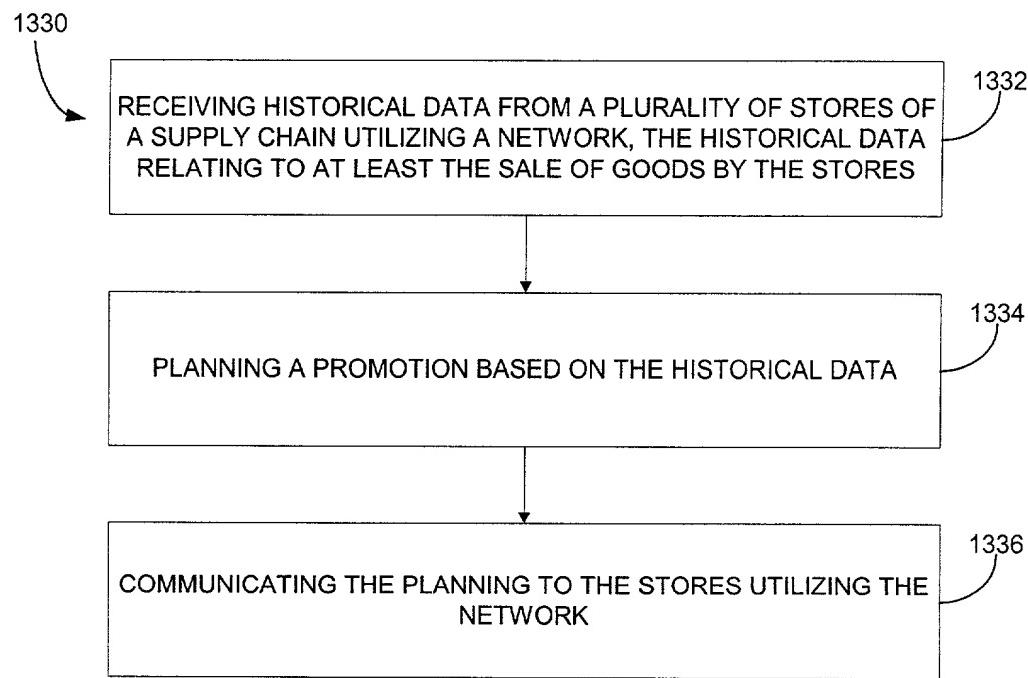


FIG. 13

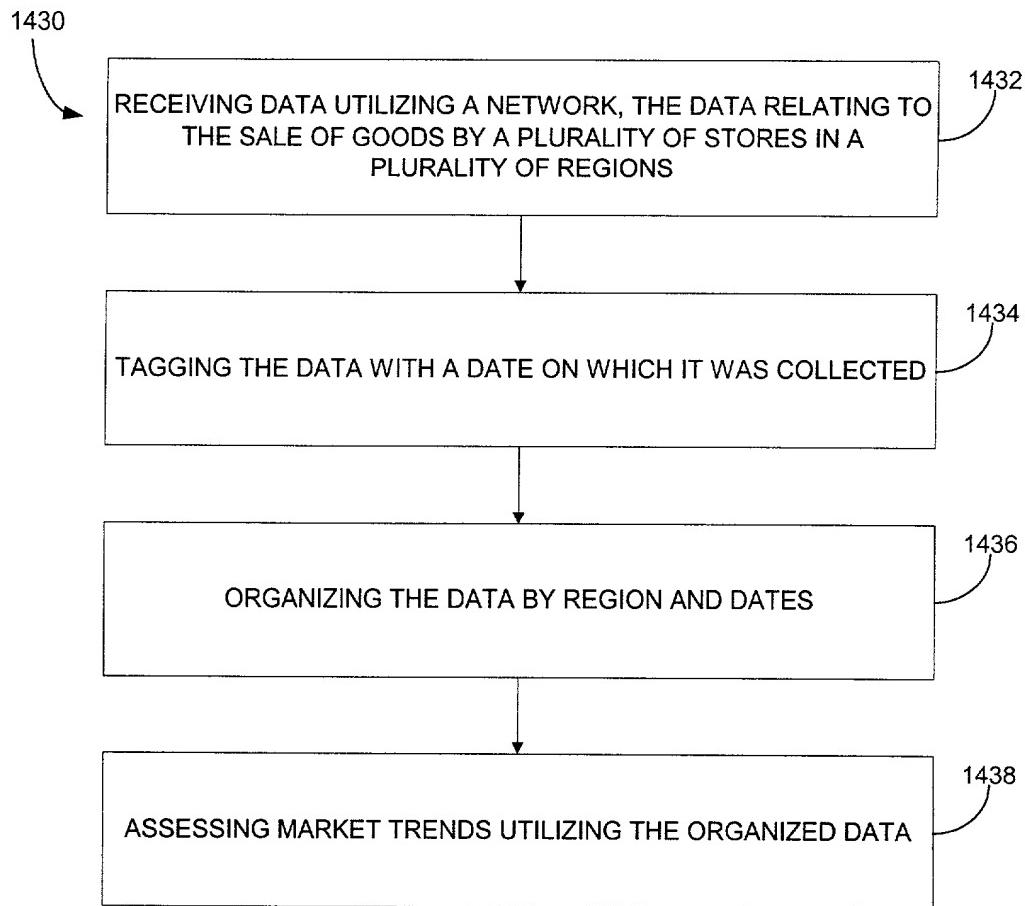


FIG. 14

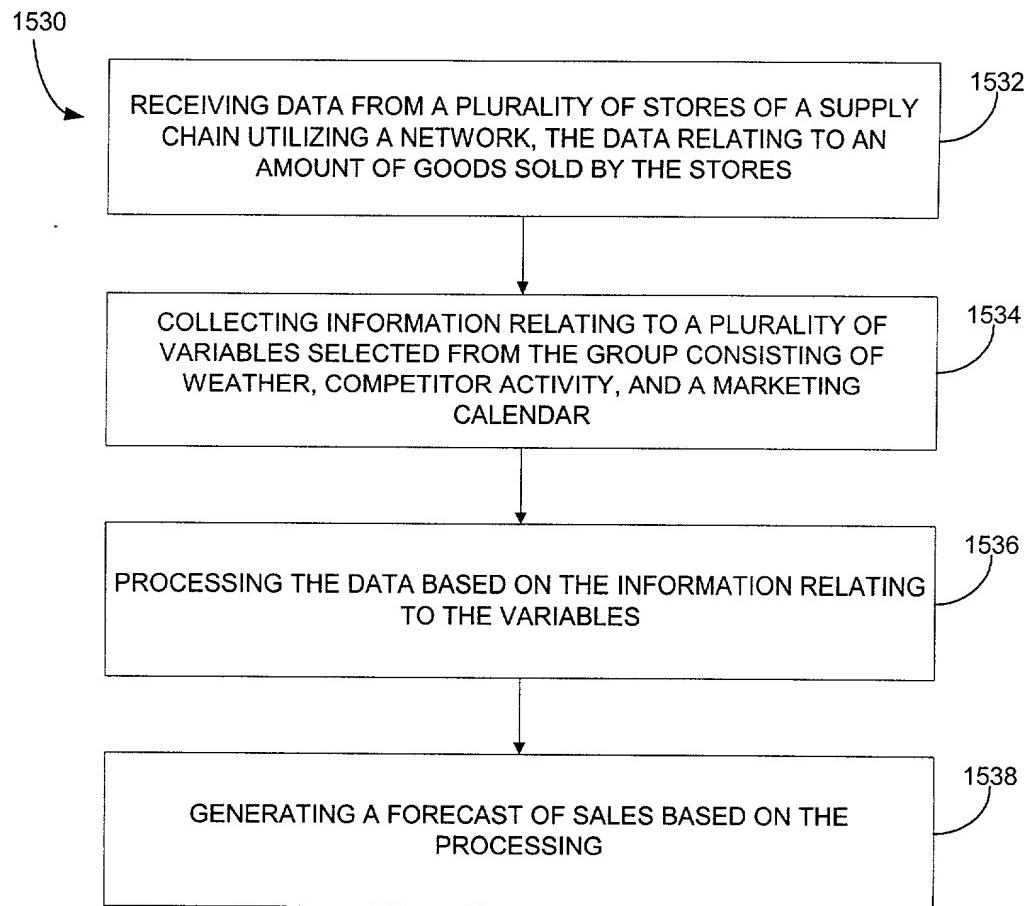


FIG. 15

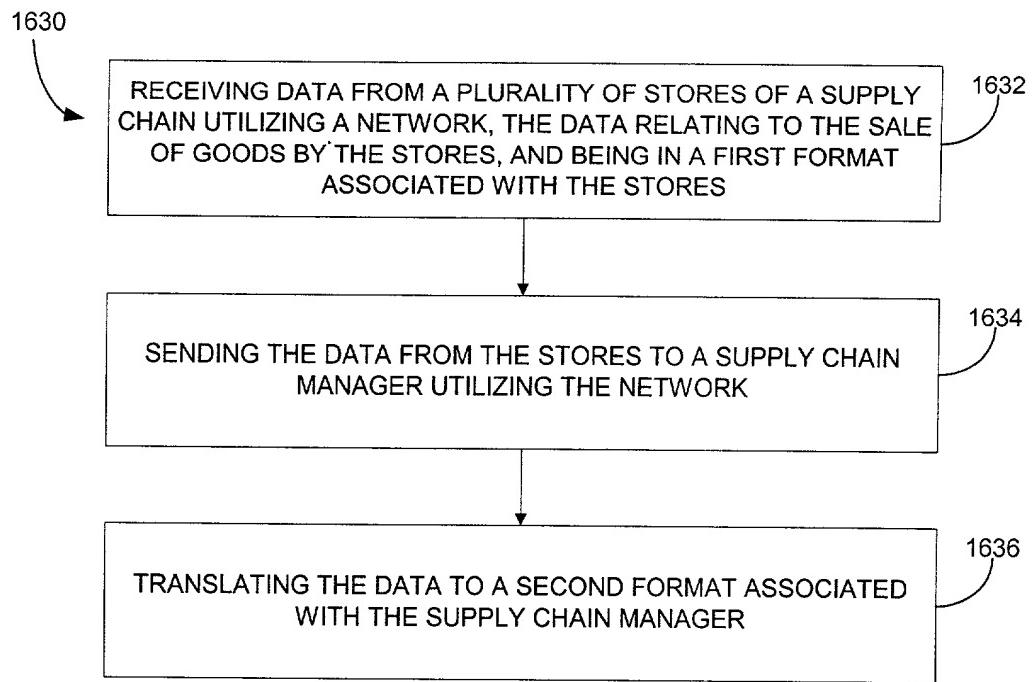


FIG. 16

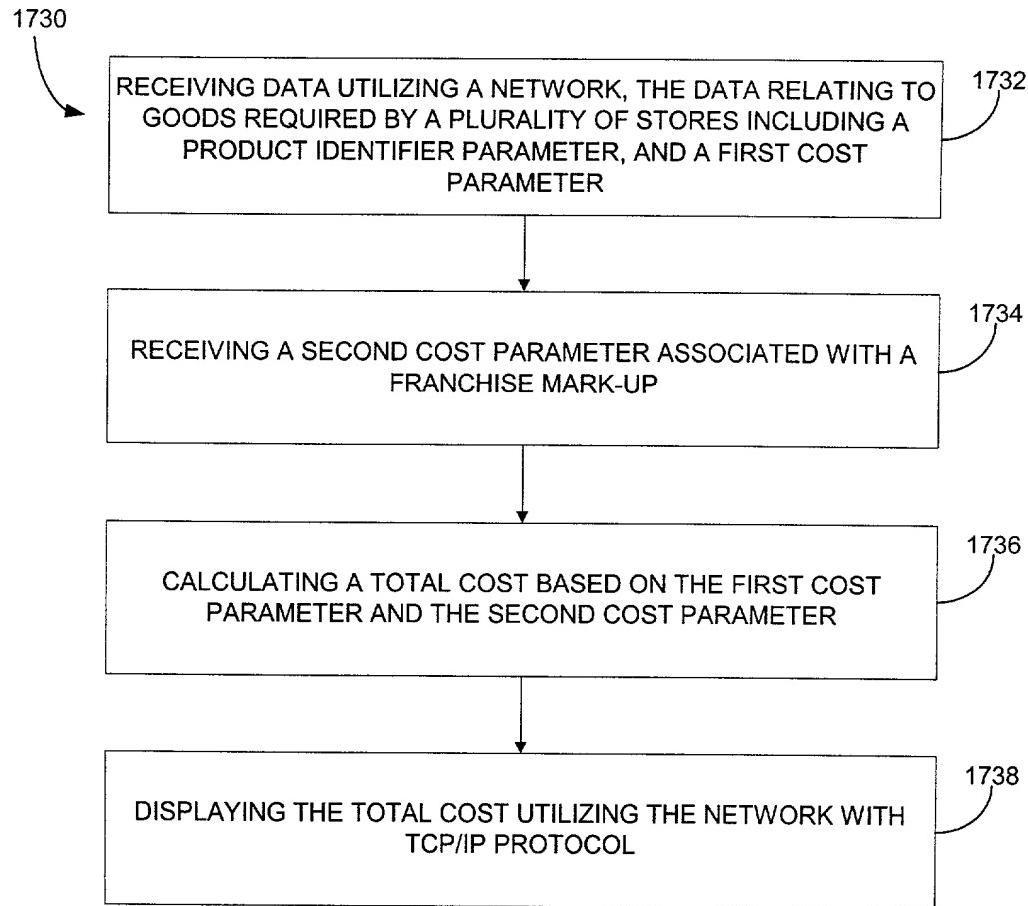


FIG. 17

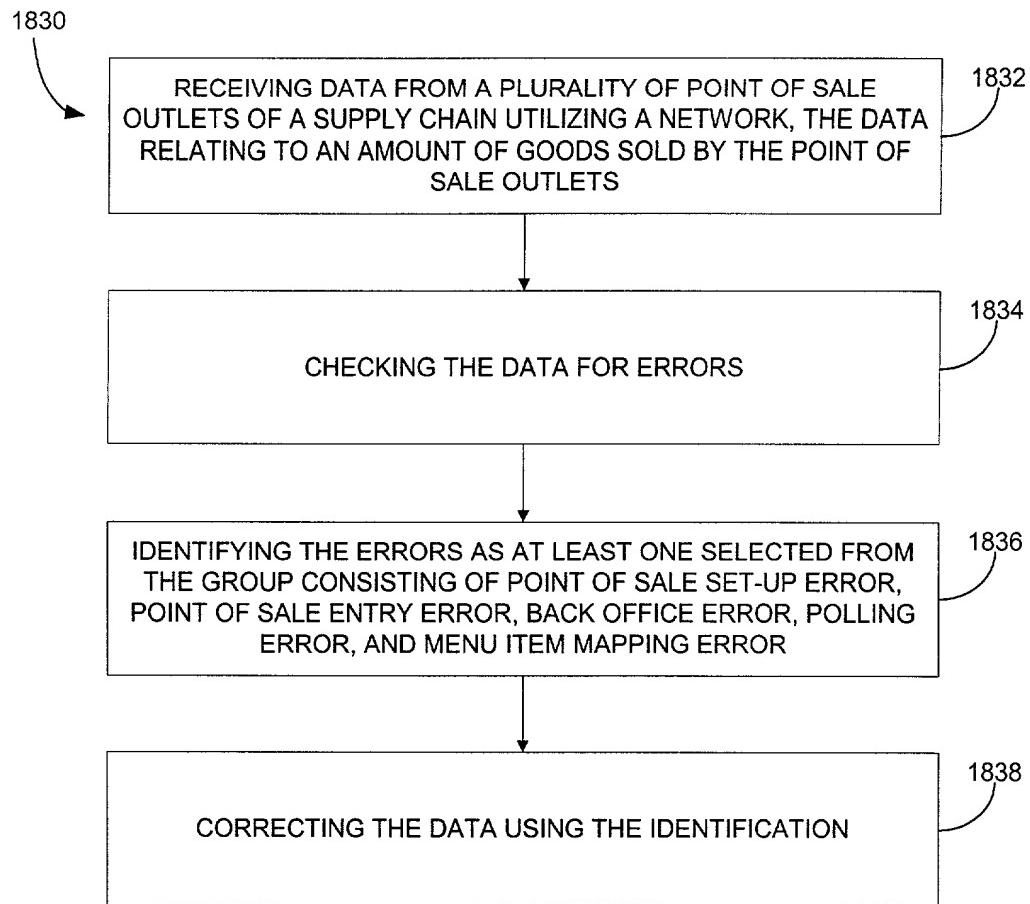


FIG. 18

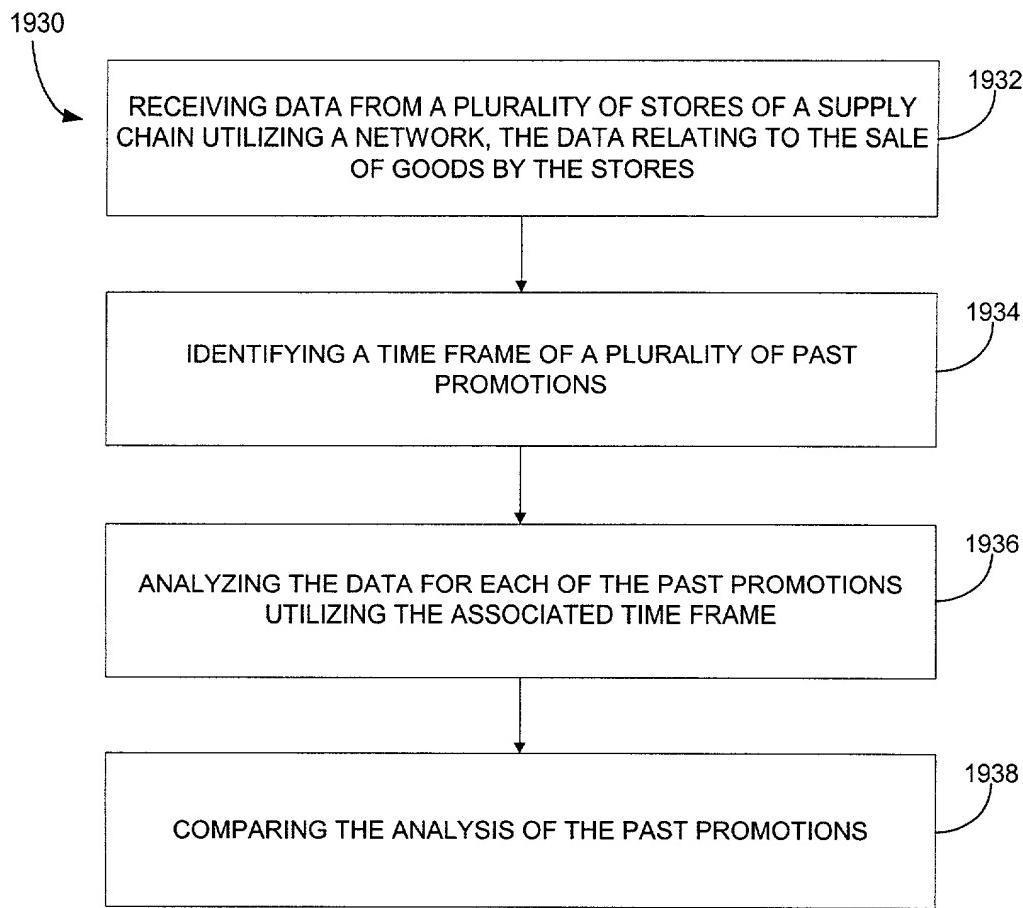


FIG. 19

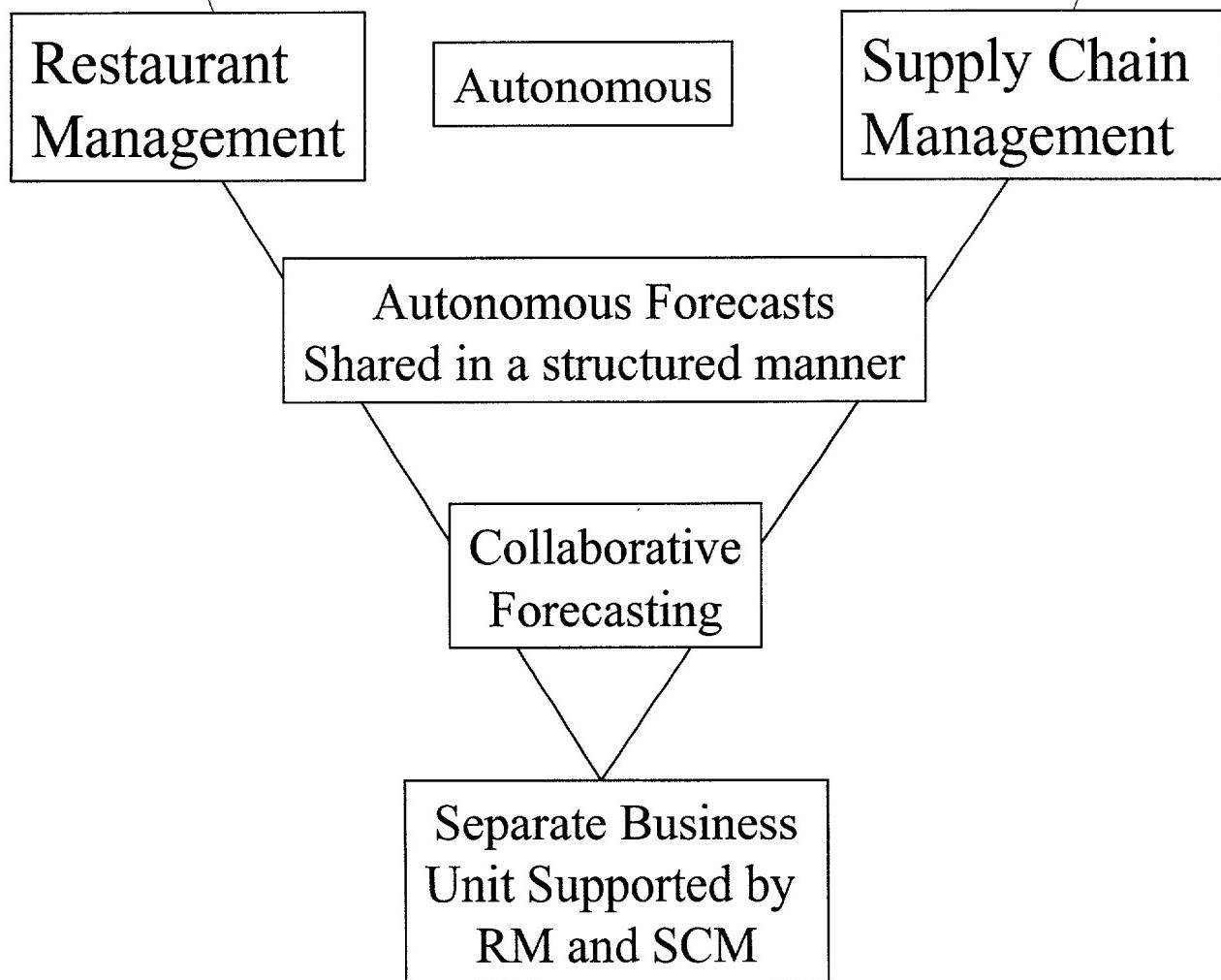
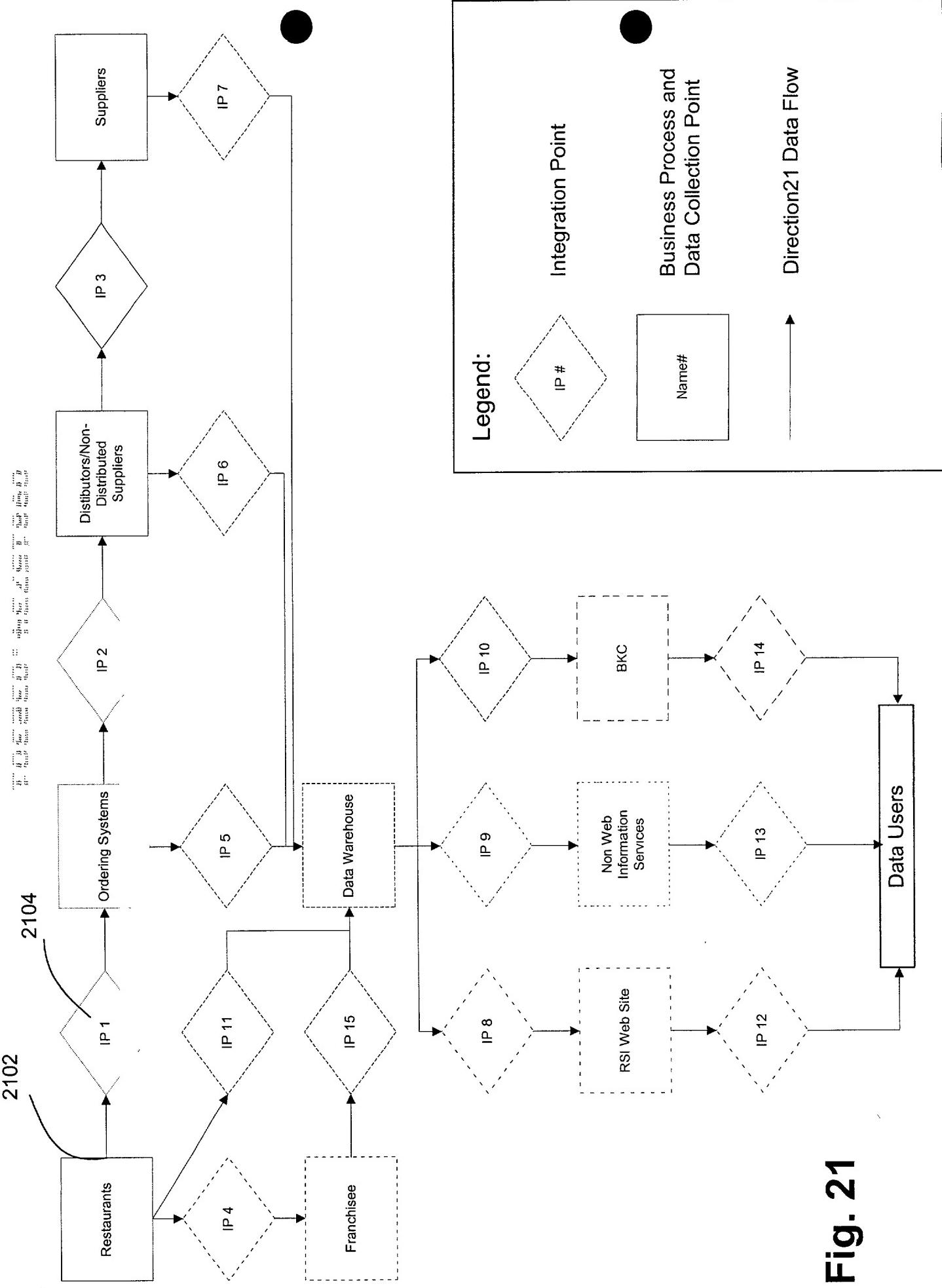


Fig. 20



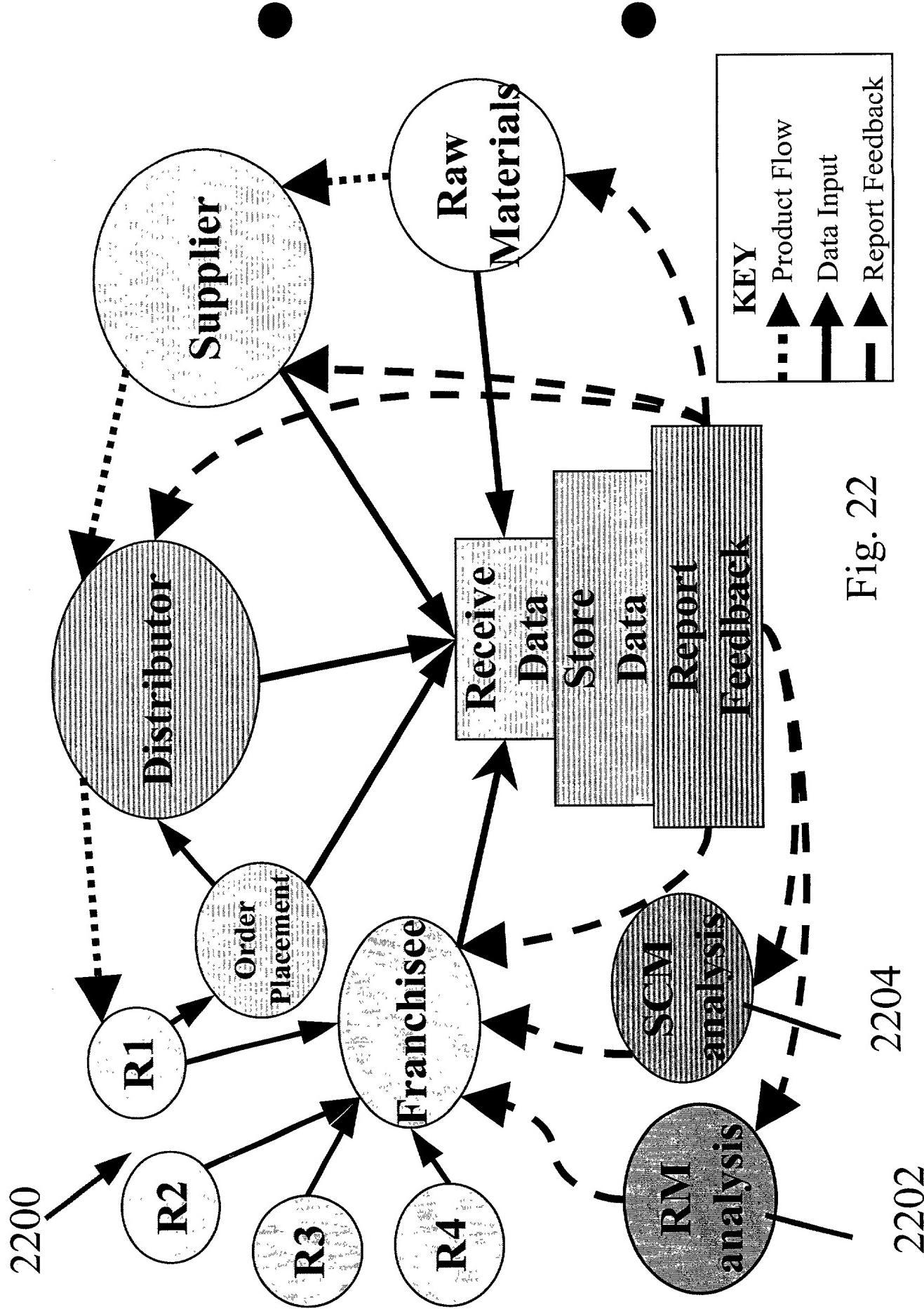


Fig. 22

2204

2202

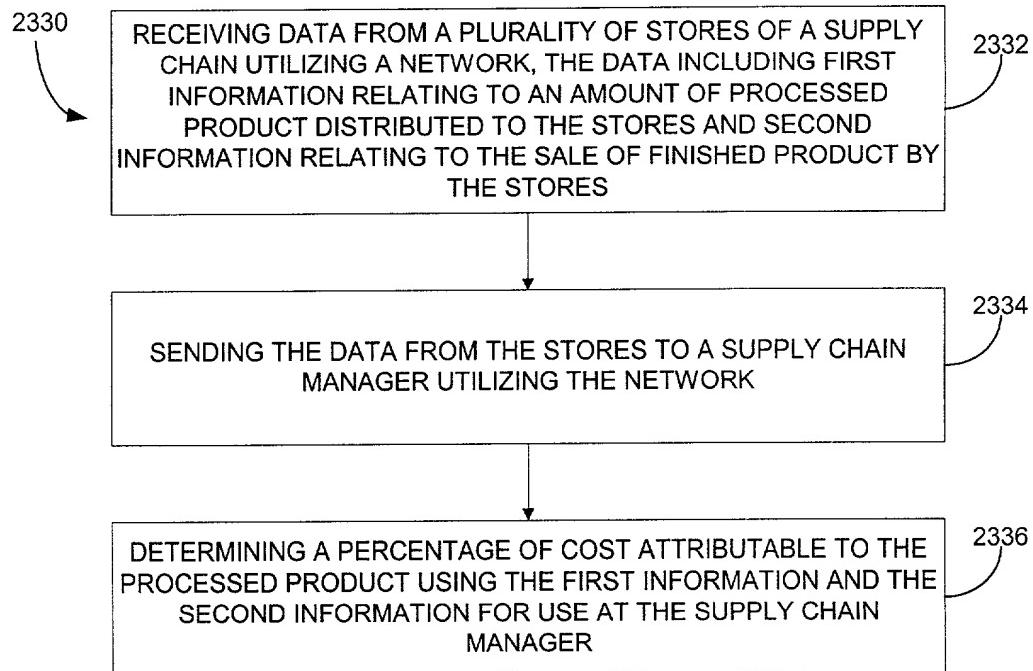


FIG. 23

FIG. 24

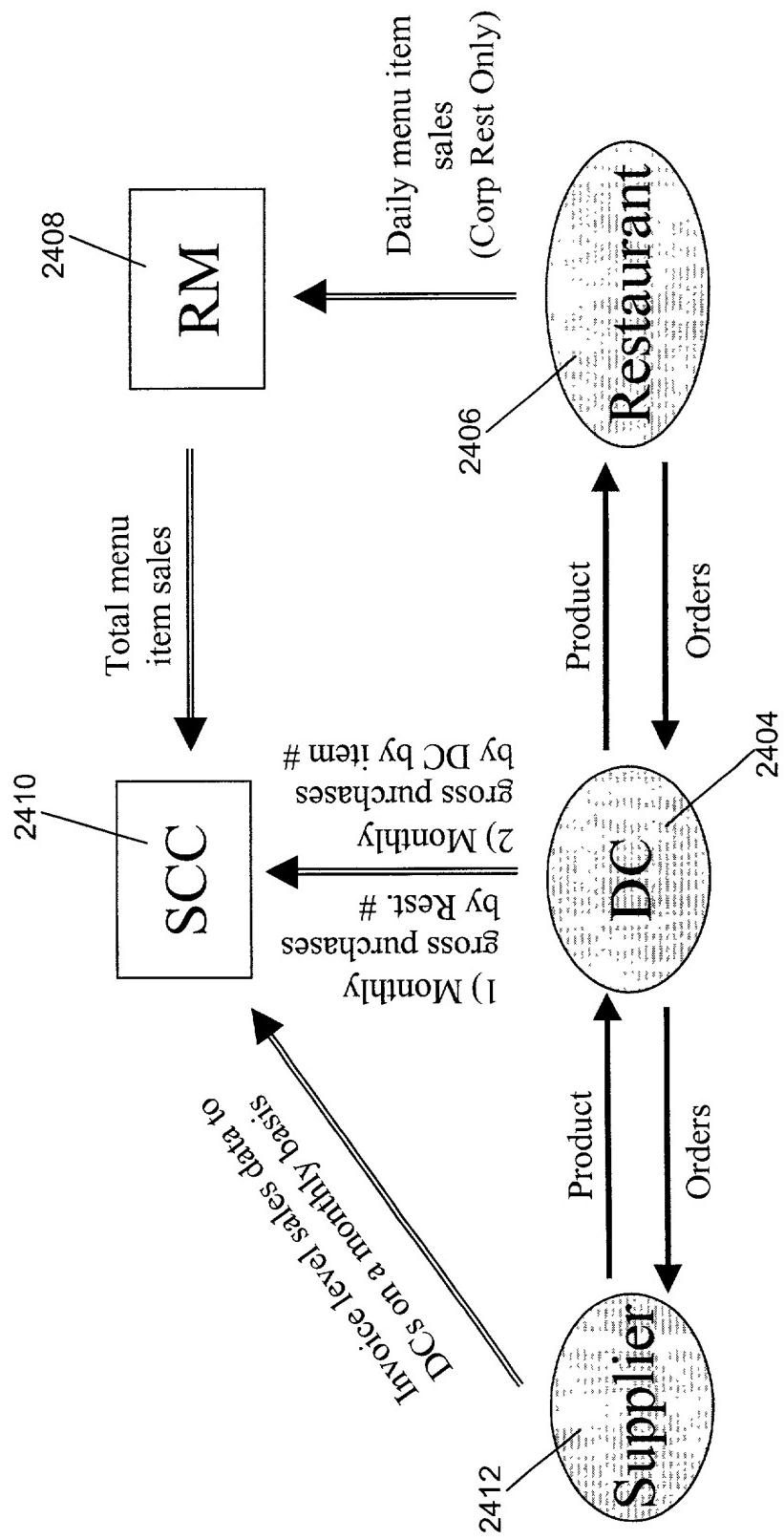


FIG. 25

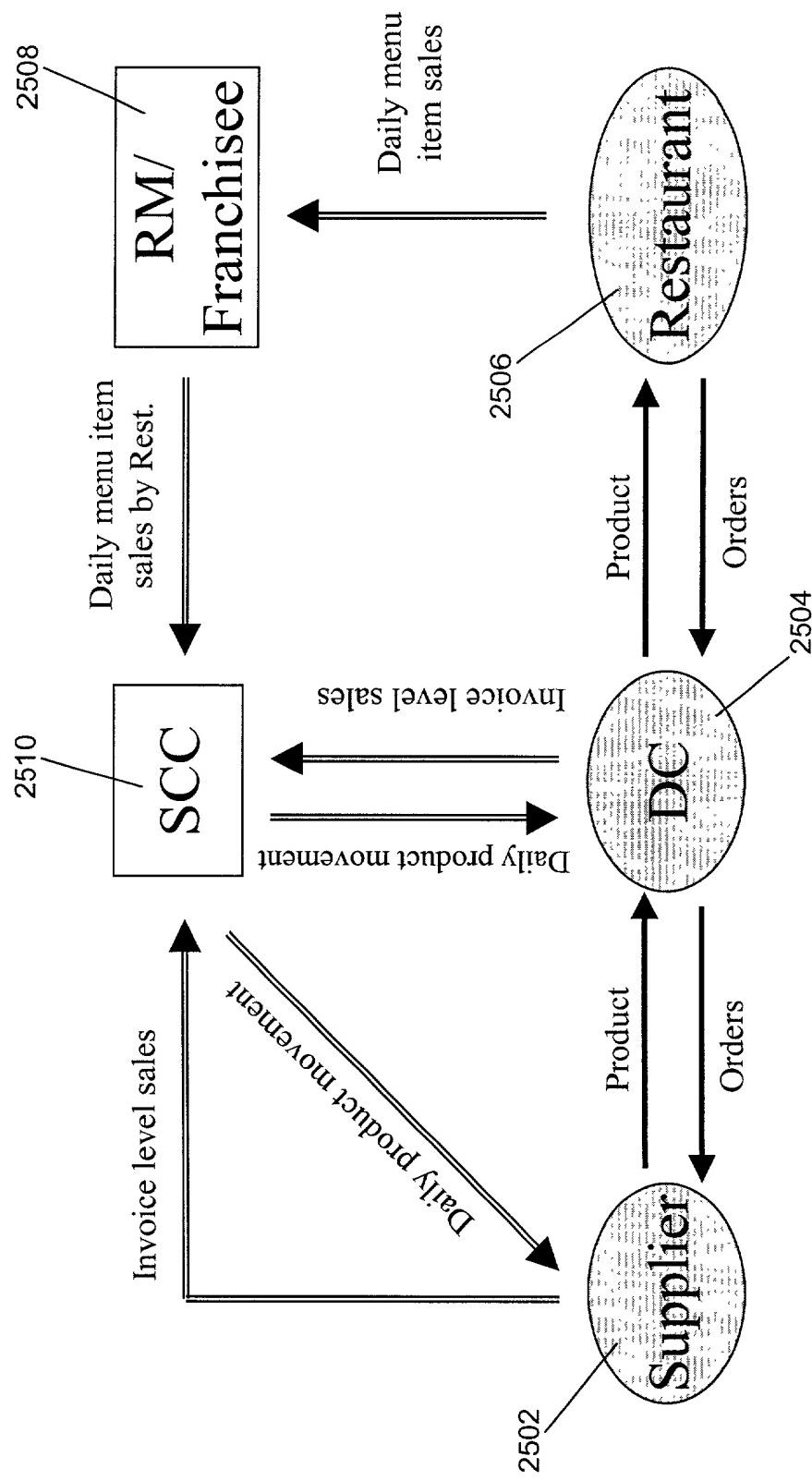


FIG. 26

2600

2602

2604

FIG. 27

Promotional Monitor - System & Regional												
	History			Week #1								
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products/units/restaurant/weekly												
Category	Segment	Whopper	WHOPPERS	WHOPPERS W/CHEESE	YWWM WHOPPERS							
Whopper	Whopper	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS	146	142	148	162	18	20	21	21	23	35	26
	WHOPPERS W/CHEESE	699	679	714	813	94	103	111	111	120	180	137
	YWWM WHOPPERS	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
	Whopper Total											1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	Whopper	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	WHOPPERS W/CHEESE	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
	YWWM WHOPPERS	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%
	Whopper Total											6.9%

2700

2702

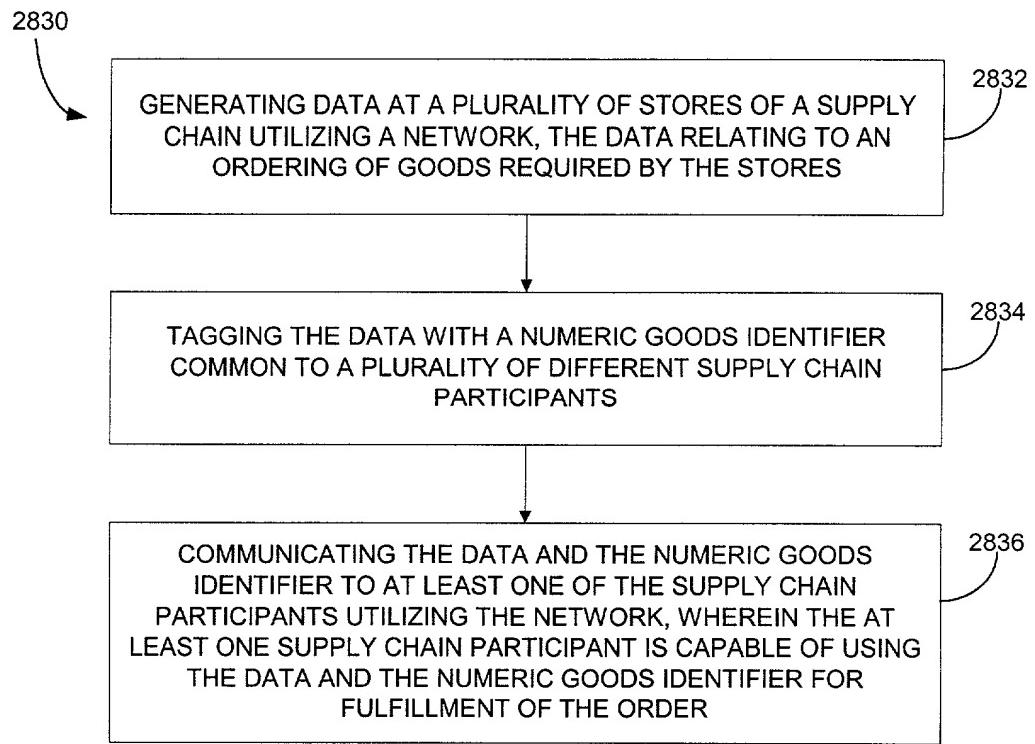


FIG. 28

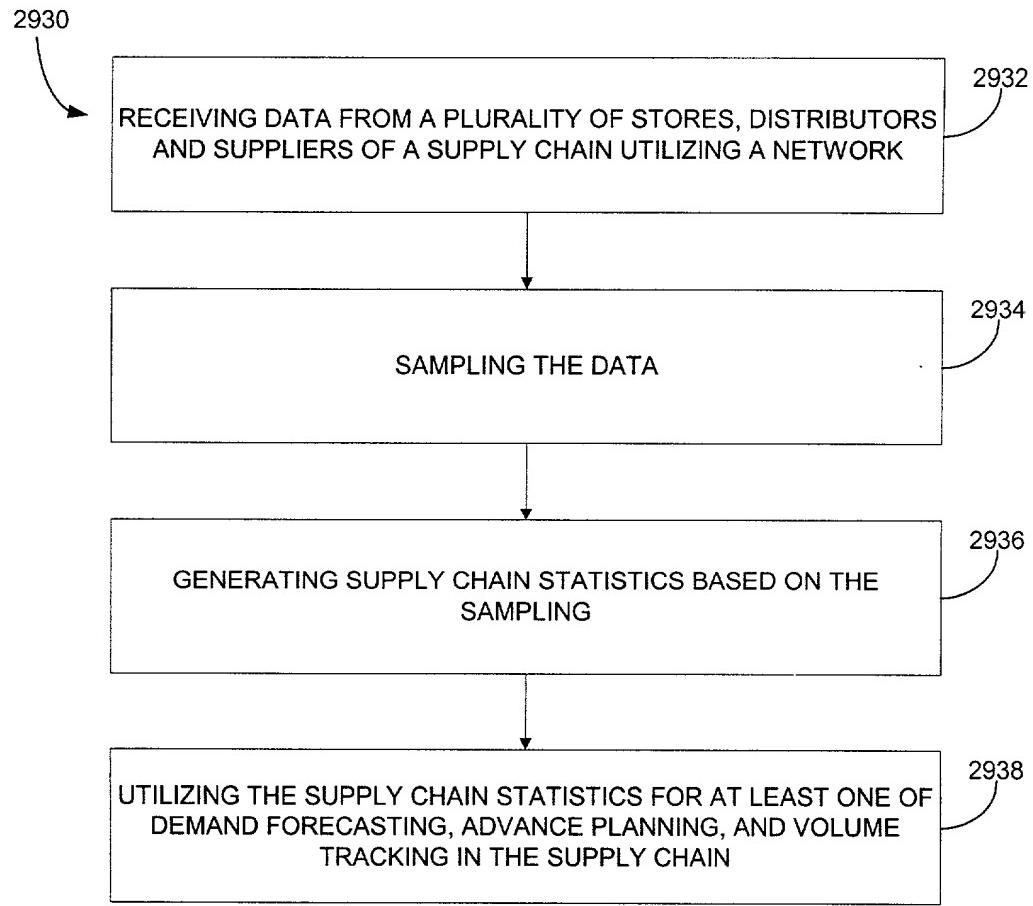


FIG. 29

Distribution Center: Alliant Topeka
 Time Period (Month/Yr): Jun-00
Delivery Order Fill Rate
 Total Cases Ordered: 65712

3002
 Operations:
 Cases: 154
 Percent: 0.23%

Delivery Order Fill Rate

3004
 Purchasing:
 Cases: 990
 Percent: 1.51%

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004
 Purchasing:
 Cases: 990
 Percent: 1.51%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	725
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100
→

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

Alliant
■ Average for all DCs

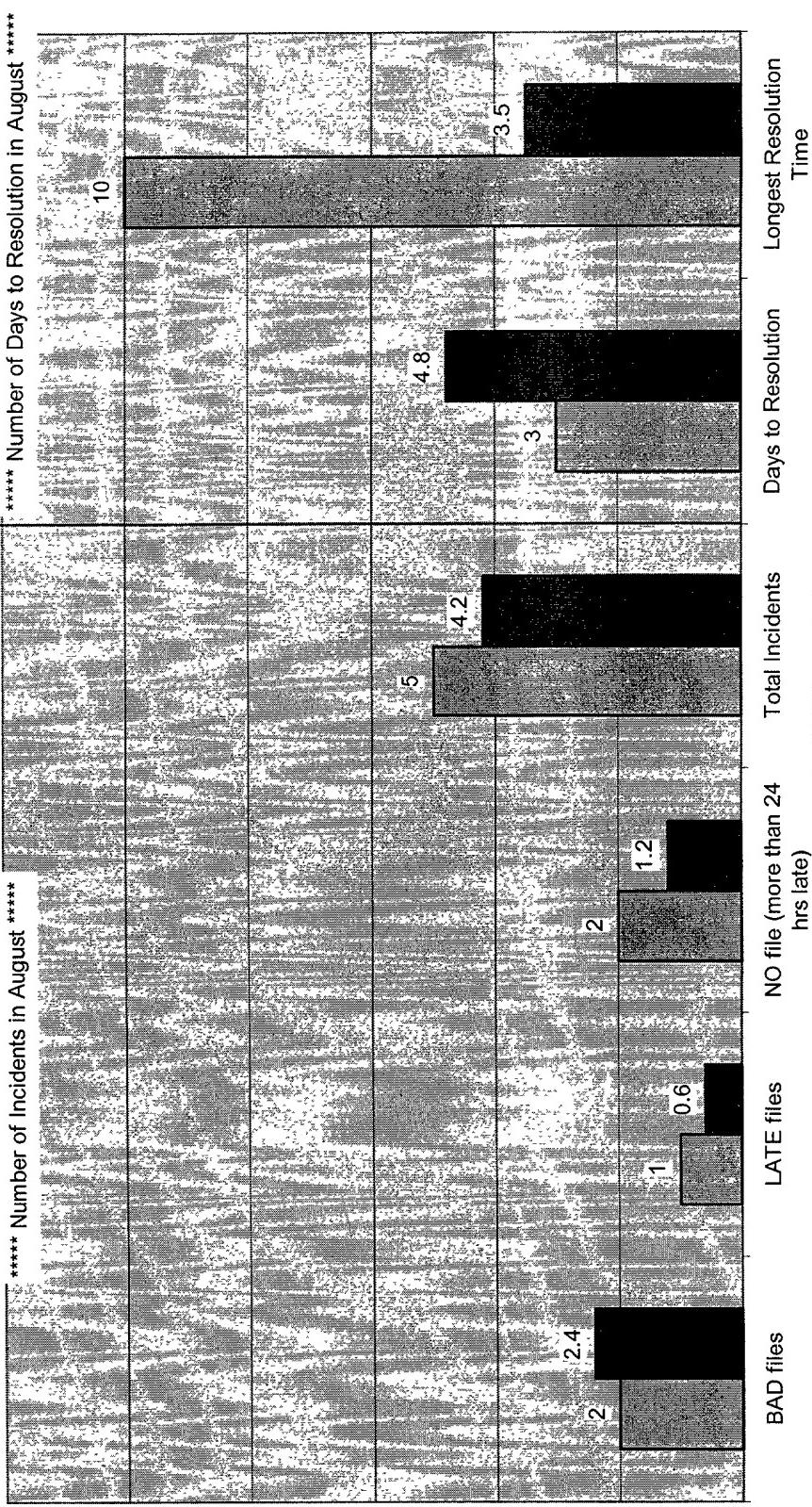


FIG. 31

3200



Service Level Reporting

August

	Fill Rate	On Time	Perfect Order
Alliant-Paducah	99.14%	99.30%	99.06%
Alliant-Topeka			
Alliant-Wixom	99.05%	98.71%	
King-Atlanta	99.34%	99.91%	78.70%
King-Jacksonville	99.55%	99.66%	80.90%
King-Louisville	99.73%	99.53%	86.88%
Maines 29-Conklin	99.41%		79.25%
Maines 30-Cleveland			
Maines Long Island	98.41%		79.83%
Maines New England	99.13%		#DIV/0!
MBM-Fullerton			94.5%
MBM-Lewisville			92.88%
MBM-Orlando	99.76%	99.60%	#DIV/0!
MBM-Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.30%	98.72%	96.84%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.90%	98.04%	85.87%
PFD Supply	98.16%	90.49%	80.12%
PFG Victoria	98.42%	#DIV/0!	
Y&A/Monarch	99.20%	91.73%	
Reinhart-Cedar Rapids	99.05%	98.55%	
Reinhart-Oak Creek	99.31%	93.69%	
Reinhart-Rogers	99.30%	95.49%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.58%	85.13%
Shamrock-Phoenix	98.81%	99.88%	
Sigma Harrisburg	99.69%		82.88%
Sigma Stockton	99.69%		
Sisco	99.63%	100.00%	82.17%

	Fill Rate	On - Time	Perfect Order
BKC Min	99.50%	99.00%	78.00%
RSI Min	99.50%	99.00%	80.00%

OK	
Didn't meet RSI Min	
Didn't meet BK Min	

FIG. 32

FIG. 33

Vendor:	XYZ Company	3300	Time Period:	Aug-00	3300
Delivery Statistics:					
DC Requested Lead-Time	4	Average Days On Hand	19	SKU #1	19
DC Adherence to Lead-Time	95%	SKU #2	22	Max Days On Hand	40
Days Delivery Late	1.7	SKU #1	32	SKU #2	32
On-Time Delivery Percentage	95%				
Hours Delivery Late	0.93				
Invoice, Payment and Pricing:					
Days for Payment	12	Monthly Carrying Cost	\$ 42,513	SKU #1	\$ 42,513
Monthly FOB Variance	\$ 30,152	SKU #2	\$ 12,589	Average as % FOB	1.25%
Monthly Freight Variance	\$ 3,594				
Monthly Total Variance	\$ 33,746				
Invoice Accuracy:					
Invoice Fill Rate	97.25%				
PO Accepted Rate	99.00%				
Perfect Order Percentage	92.34%				

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

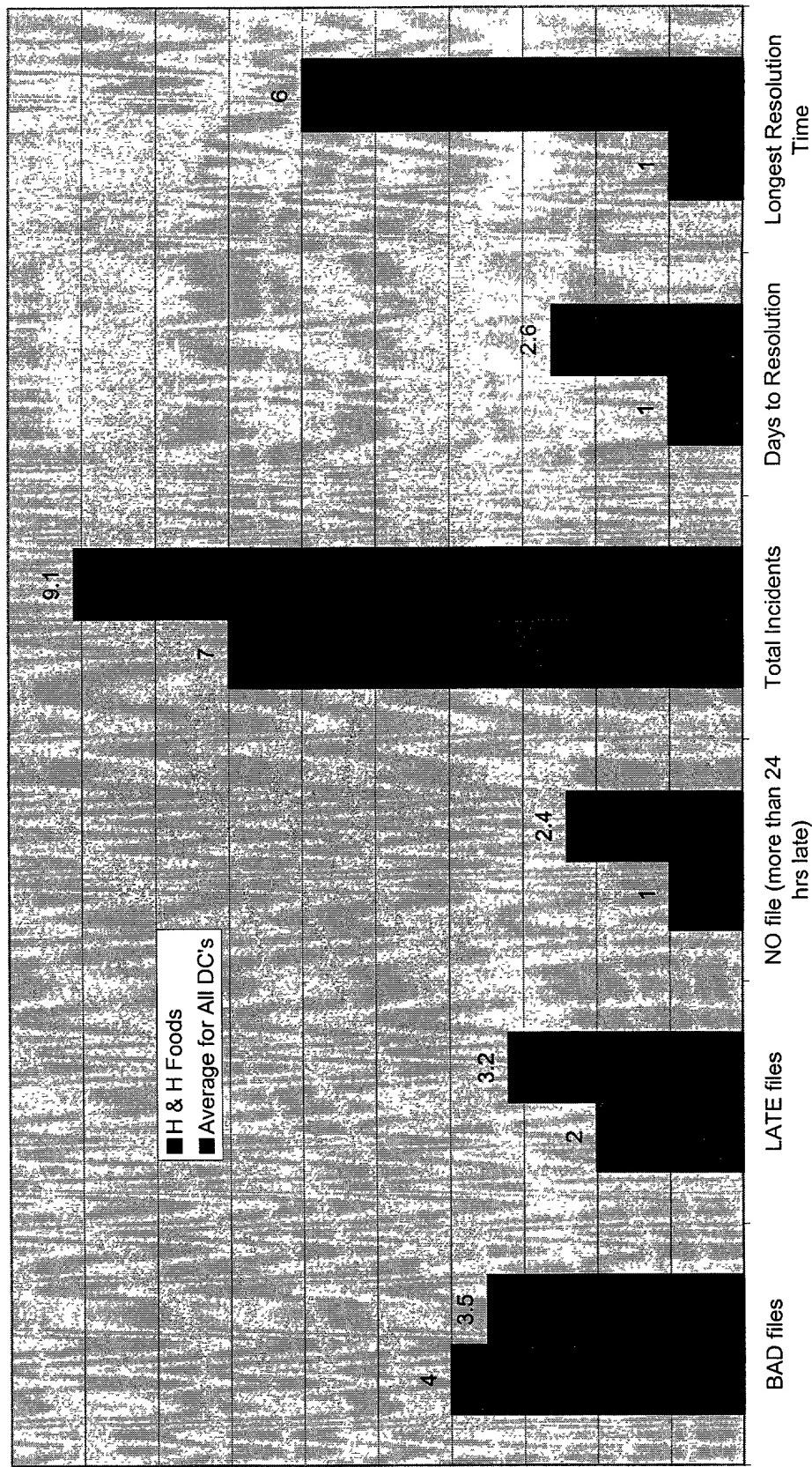


FIG. 35



3500

Service Level Reporting November - Mock Report

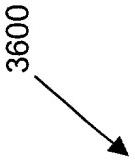
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COWMARK INSTRUMENTS, INC.	\$2,807		
WHITEFORD FOODS, INC.	\$0	97.9%	2.41%
LEPAGE BAKERY/COUNTRY KITCHEN	\$0	92.1%	2.16%
NCR-SYSTEMEDIA	\$0	94.7%	1.94%
SIGNATURE MEATS GROUP	\$0	95.1%	1.59%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.59%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING			
NOR LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		1.46%
FRESH ADVANTAGE, KO	\$0		1.90%
SILVER KING, MN-CORE			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			2.44%
DOUGHERTY PACKING			2.51%
BEVERAGE AIR	\$0	93.1%	
COMPONENT HARDWARE GROUP, INC			2.06%
COCA-COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS			2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS			1.04%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$4,498		
ROSE PACKING COMPANY		93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

Mock Report/1

3600



	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)		0.59	0.30						
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance									
Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

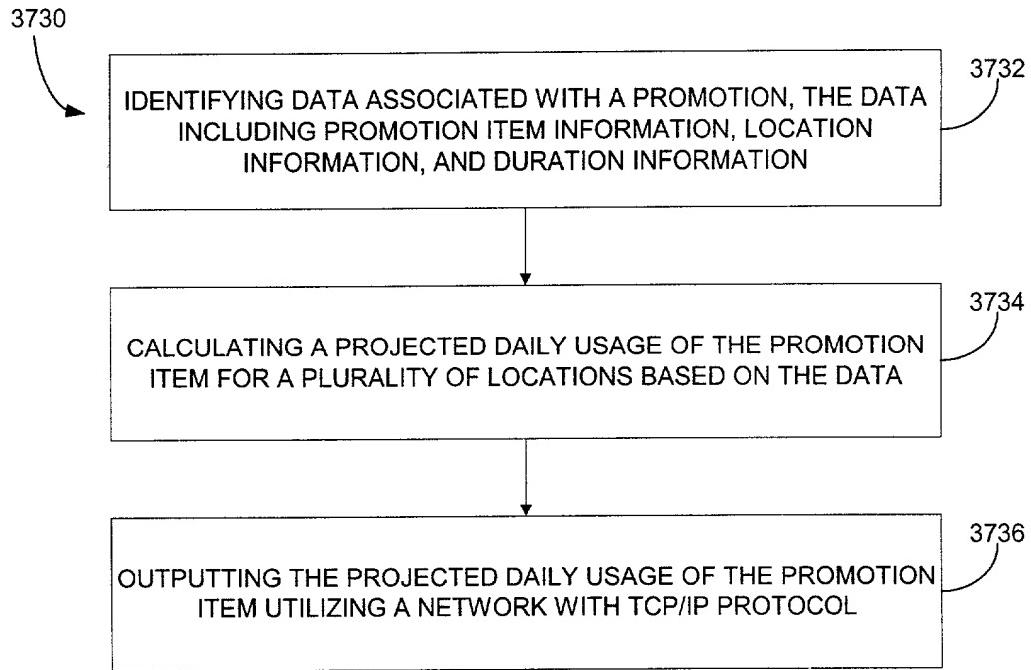


FIG. 37

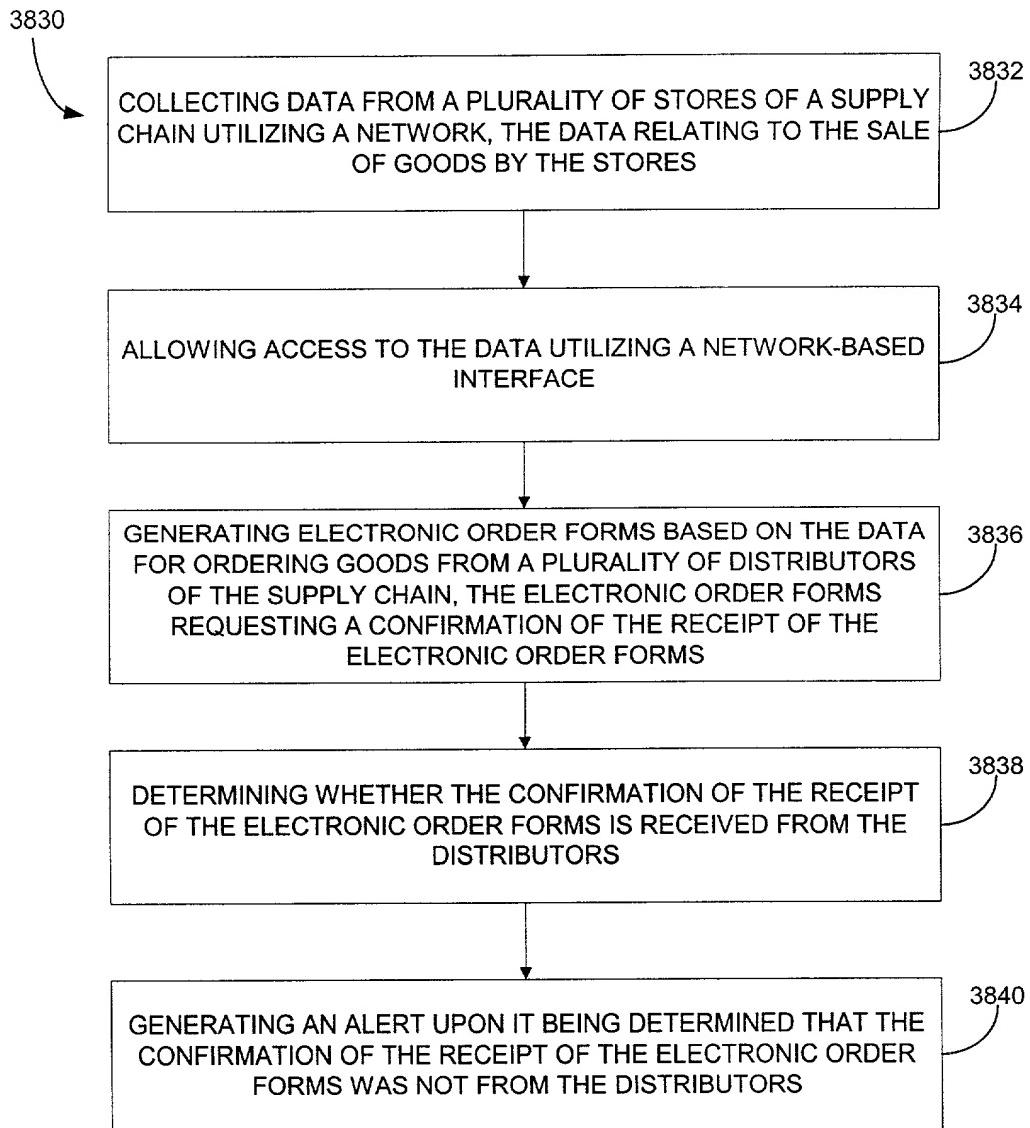


FIG. 38

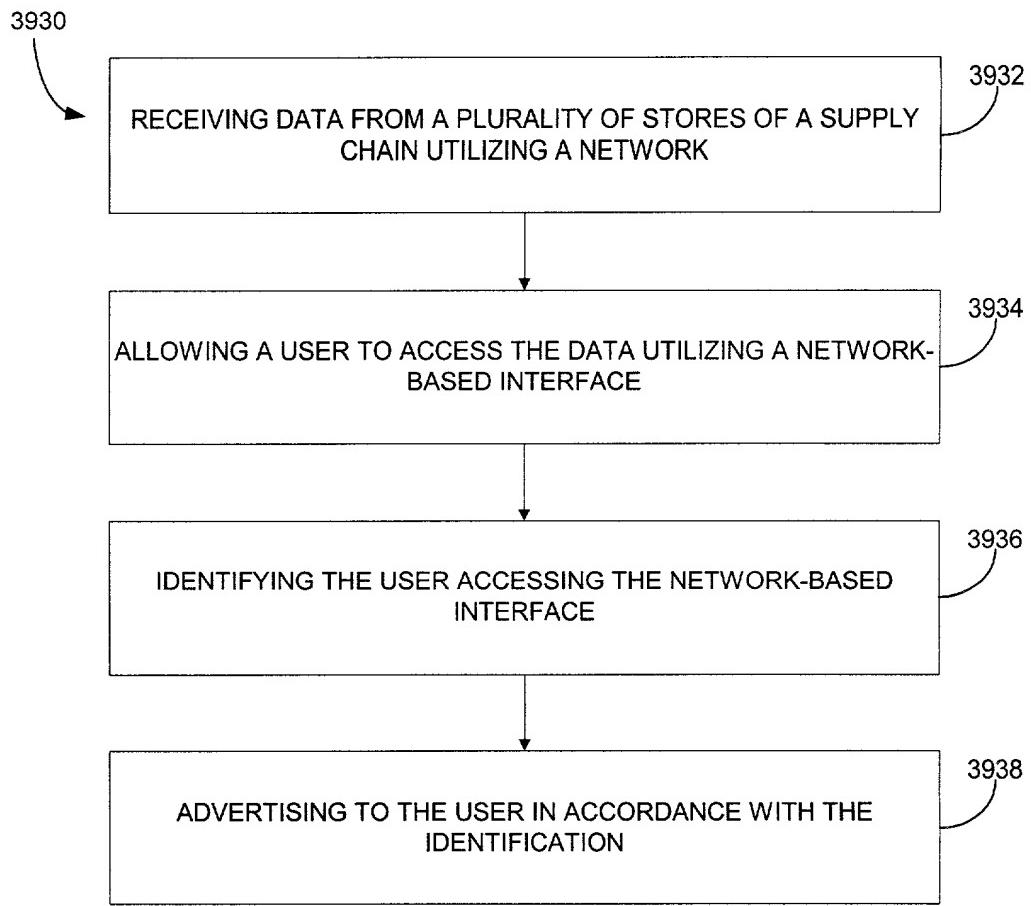


FIG. 39

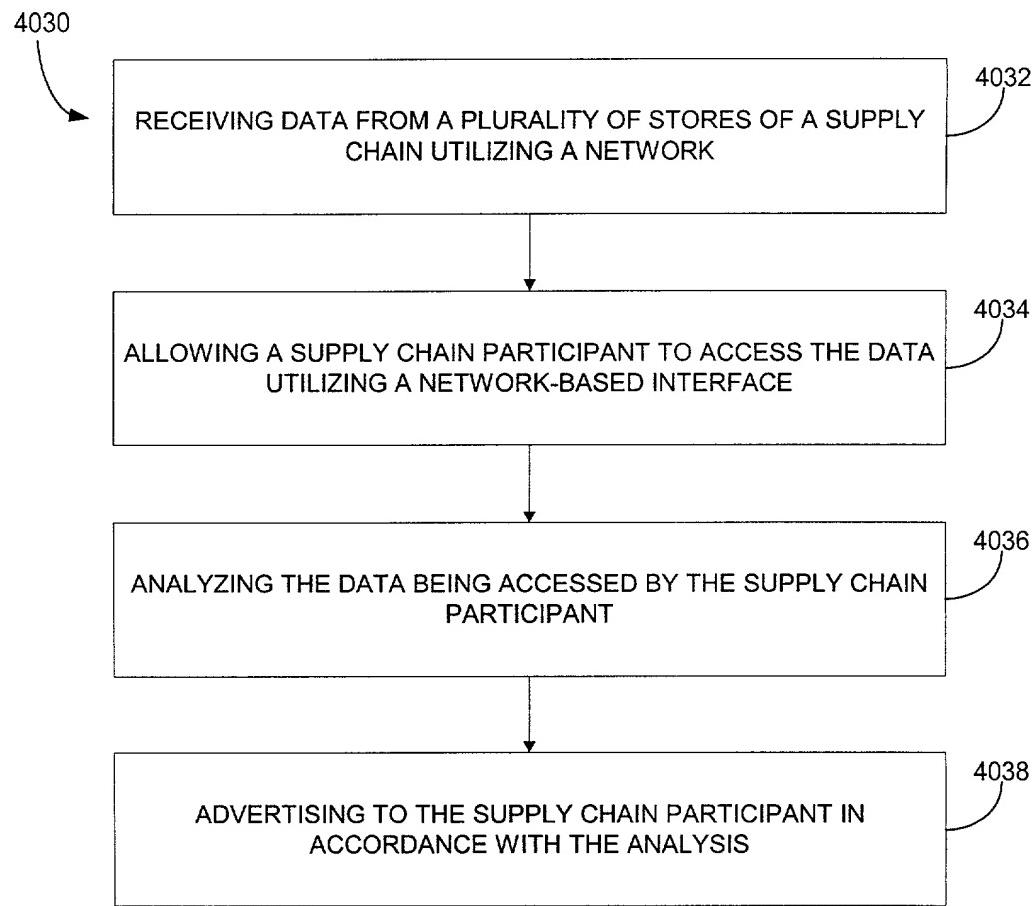


FIG. 40

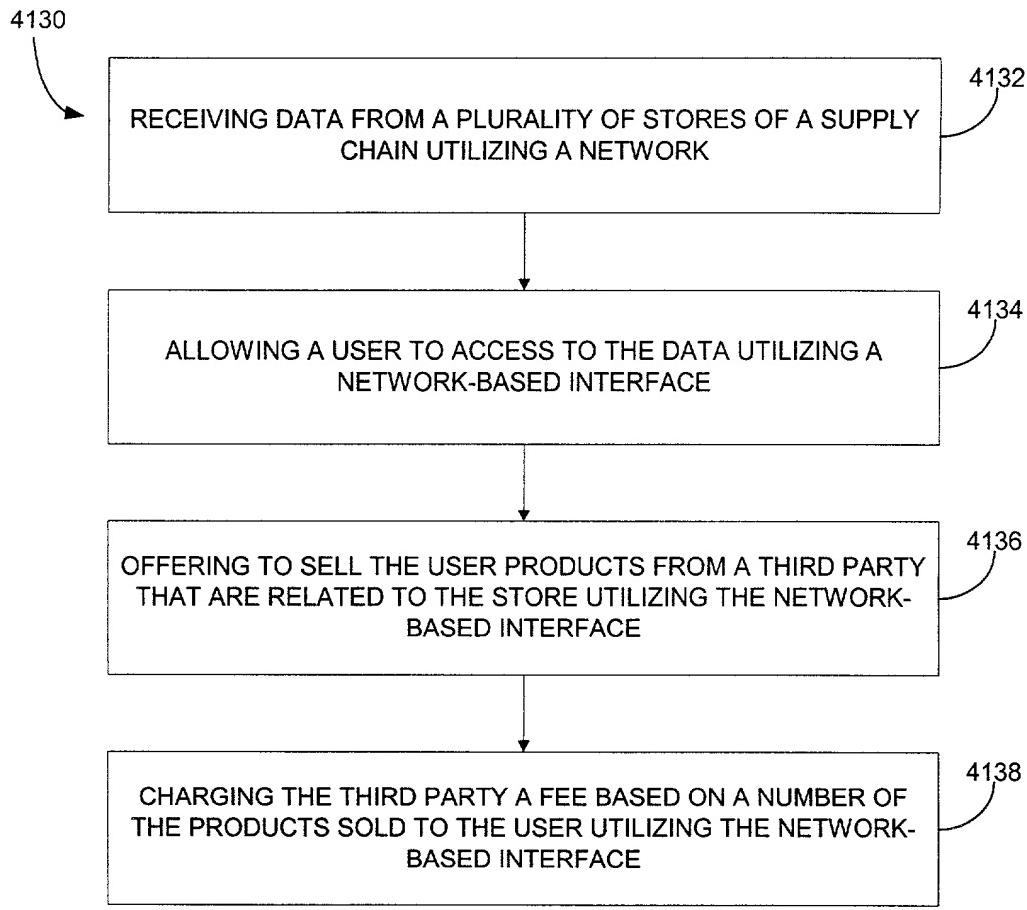


FIG. 41

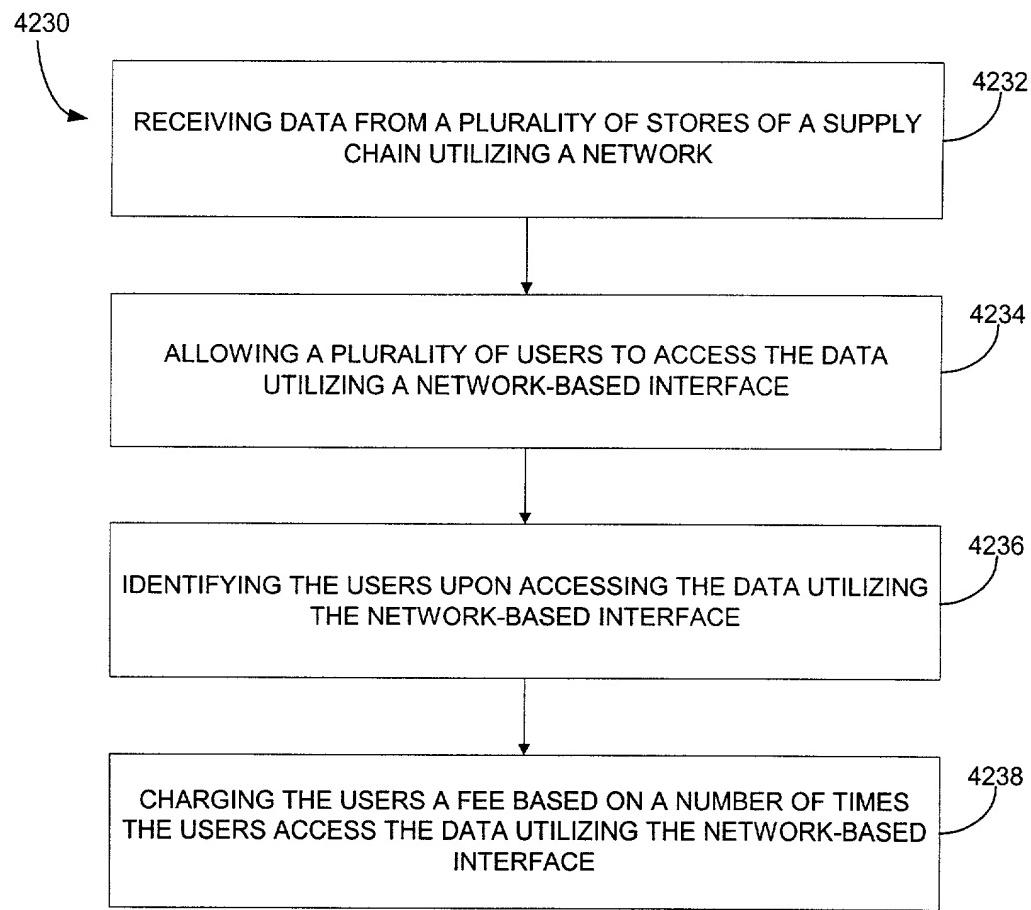


FIG. 42

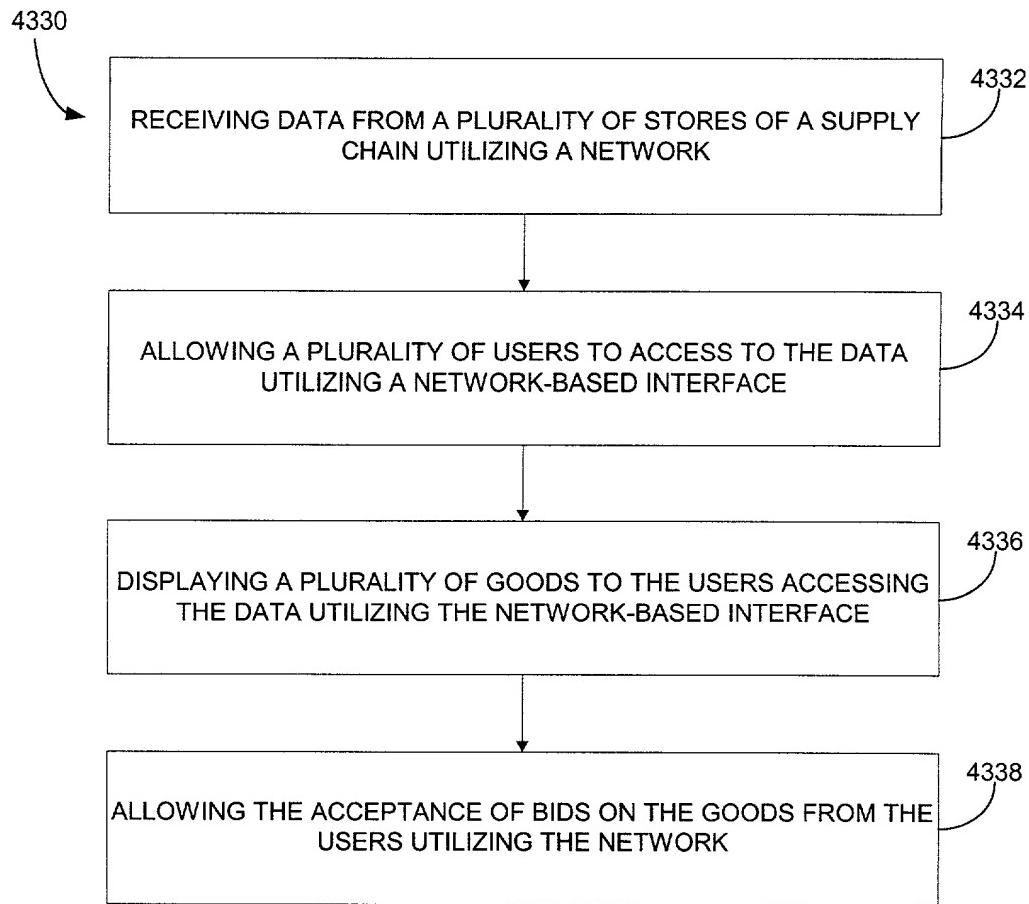


FIG. 43A

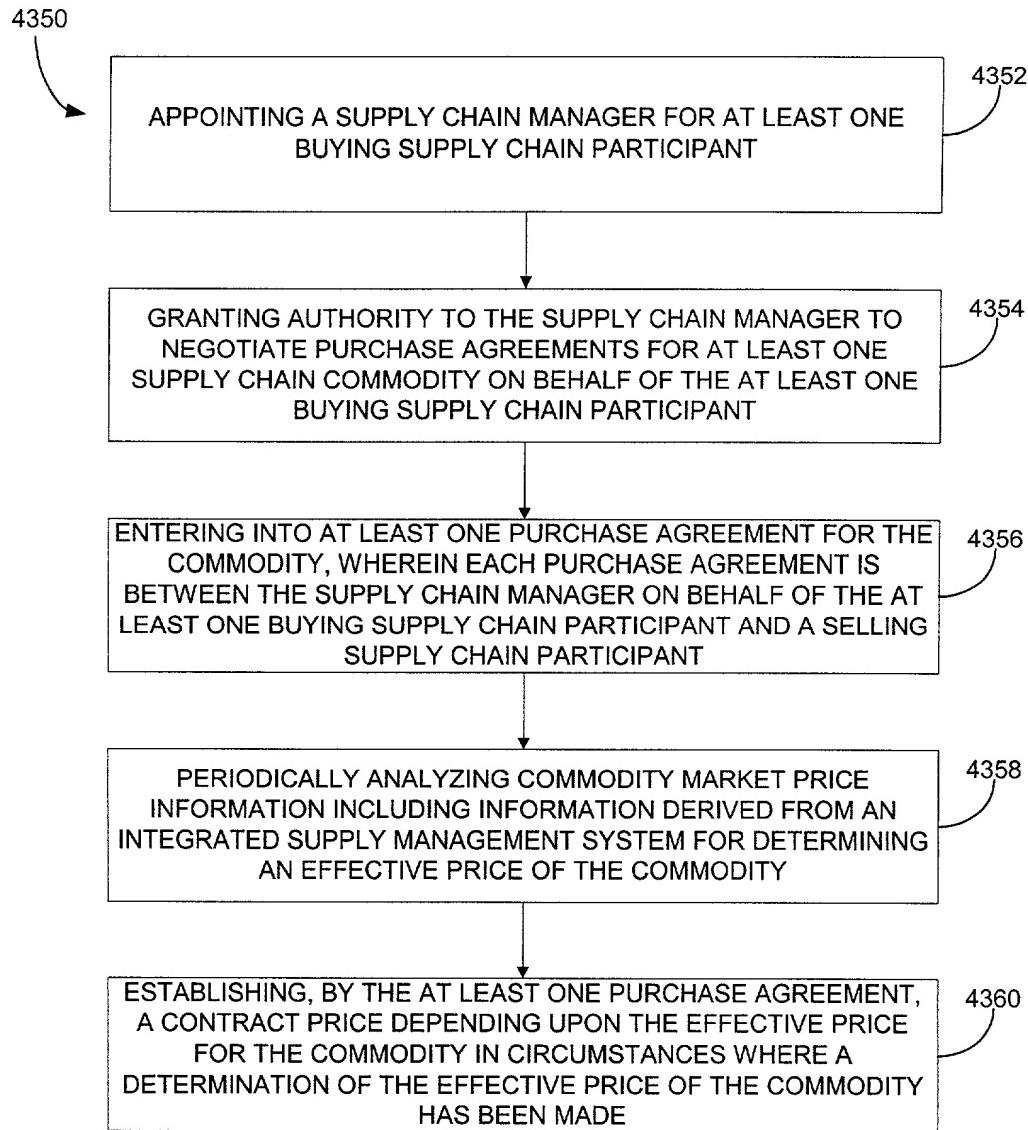


FIG. 43B

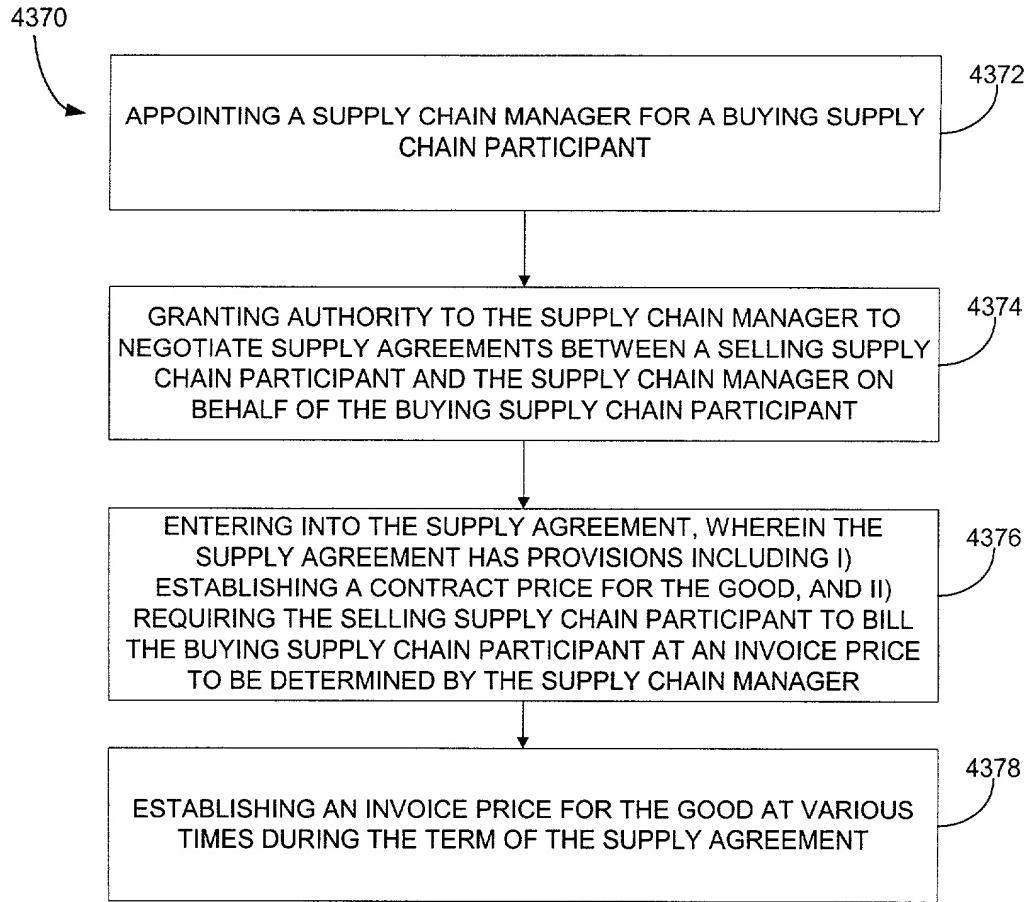


FIG. 43C

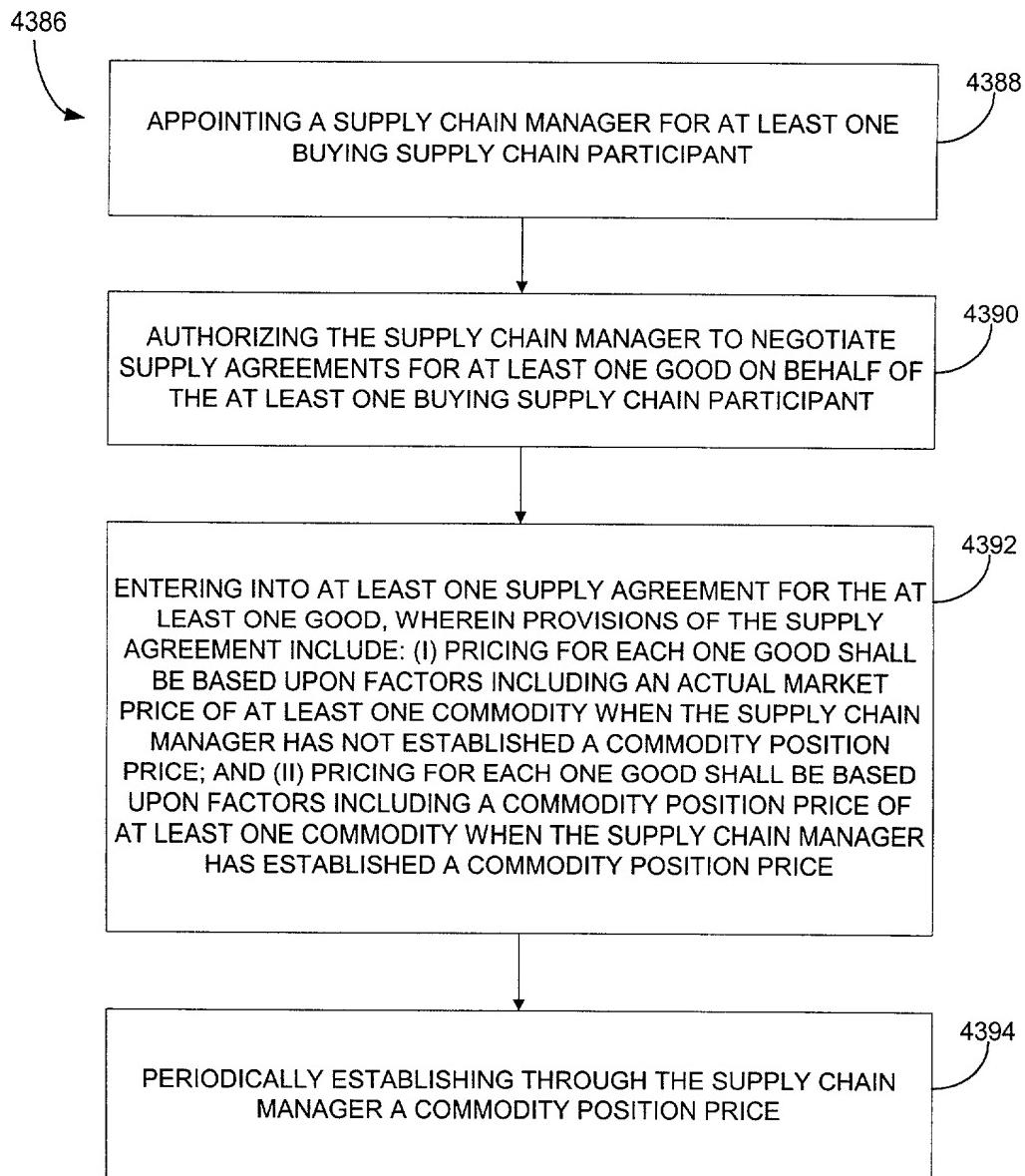


FIG. 43D

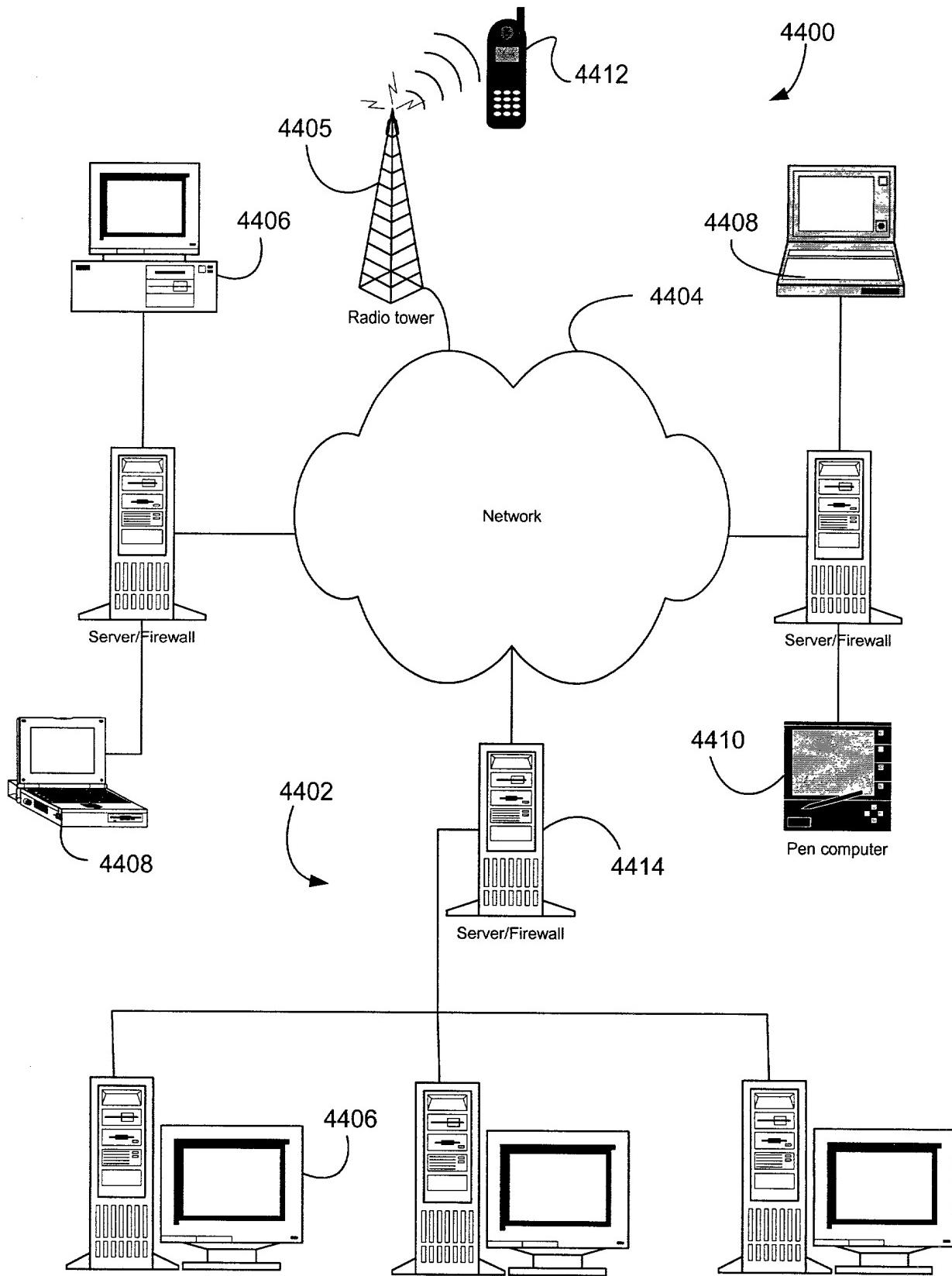
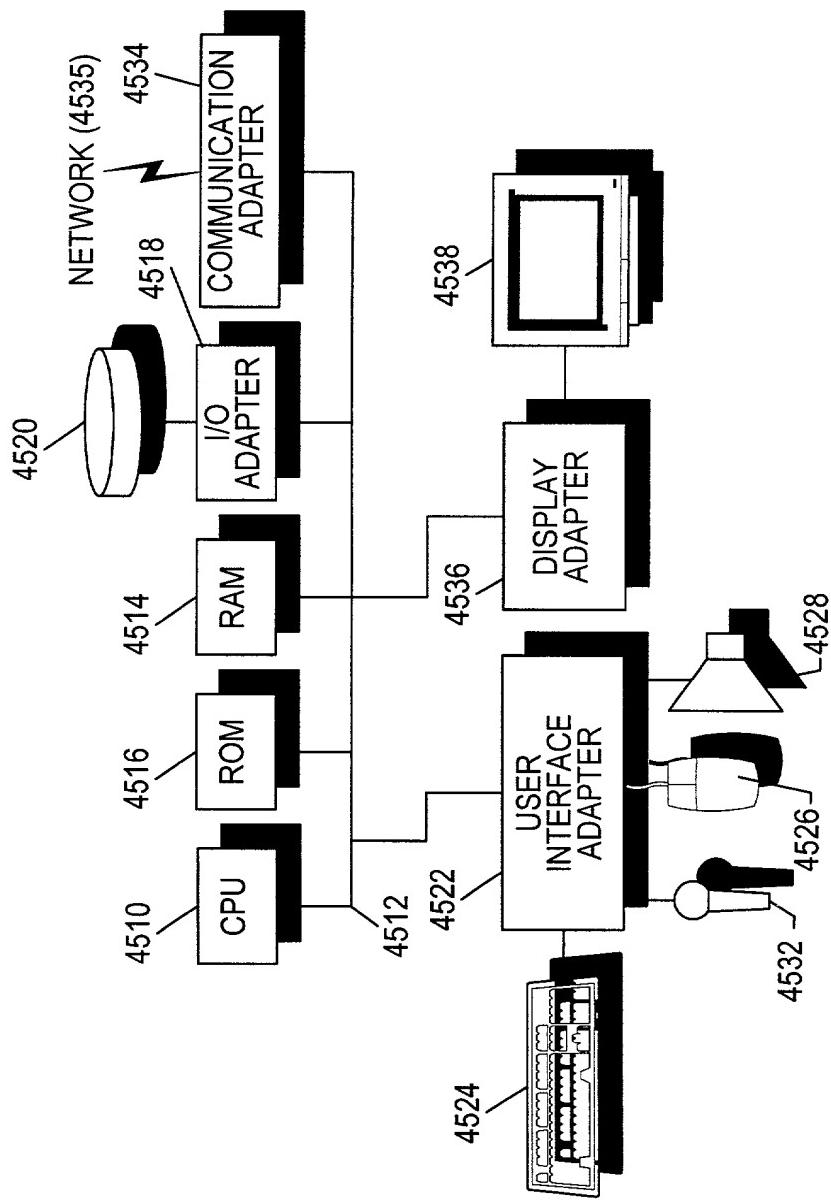


FIG. 44

FIG. 45



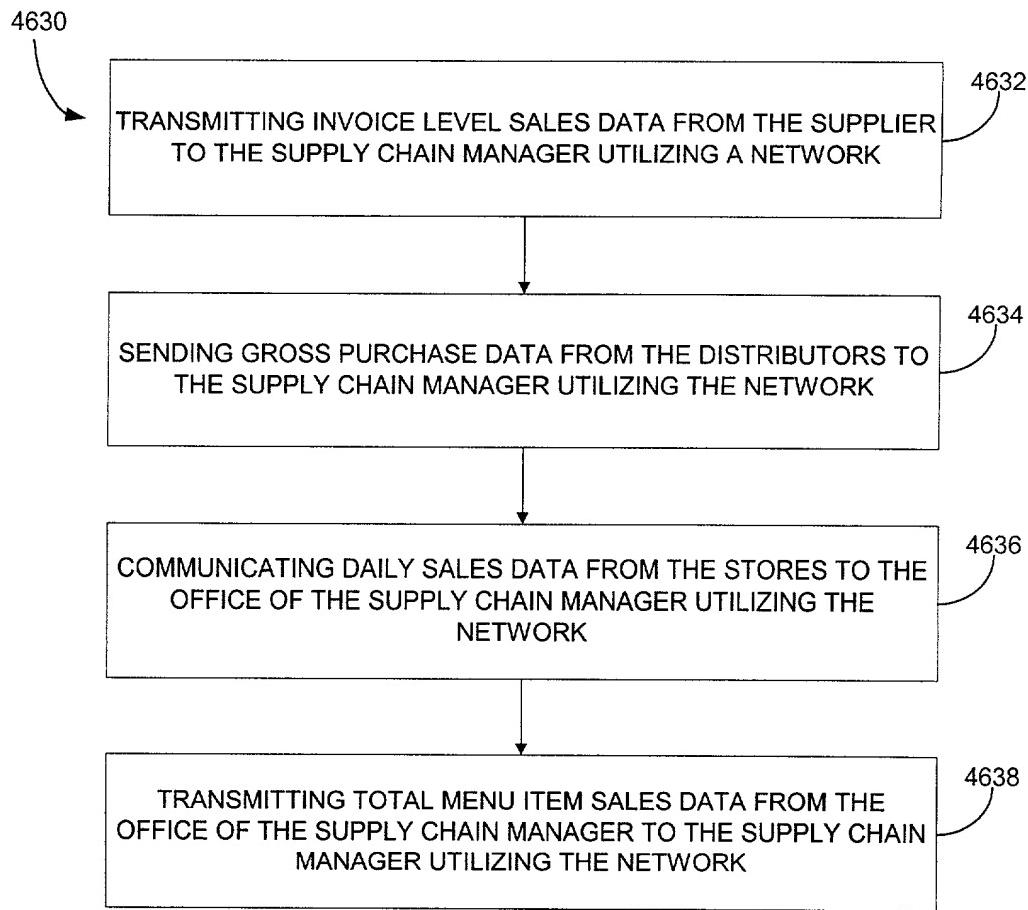


FIG. 46

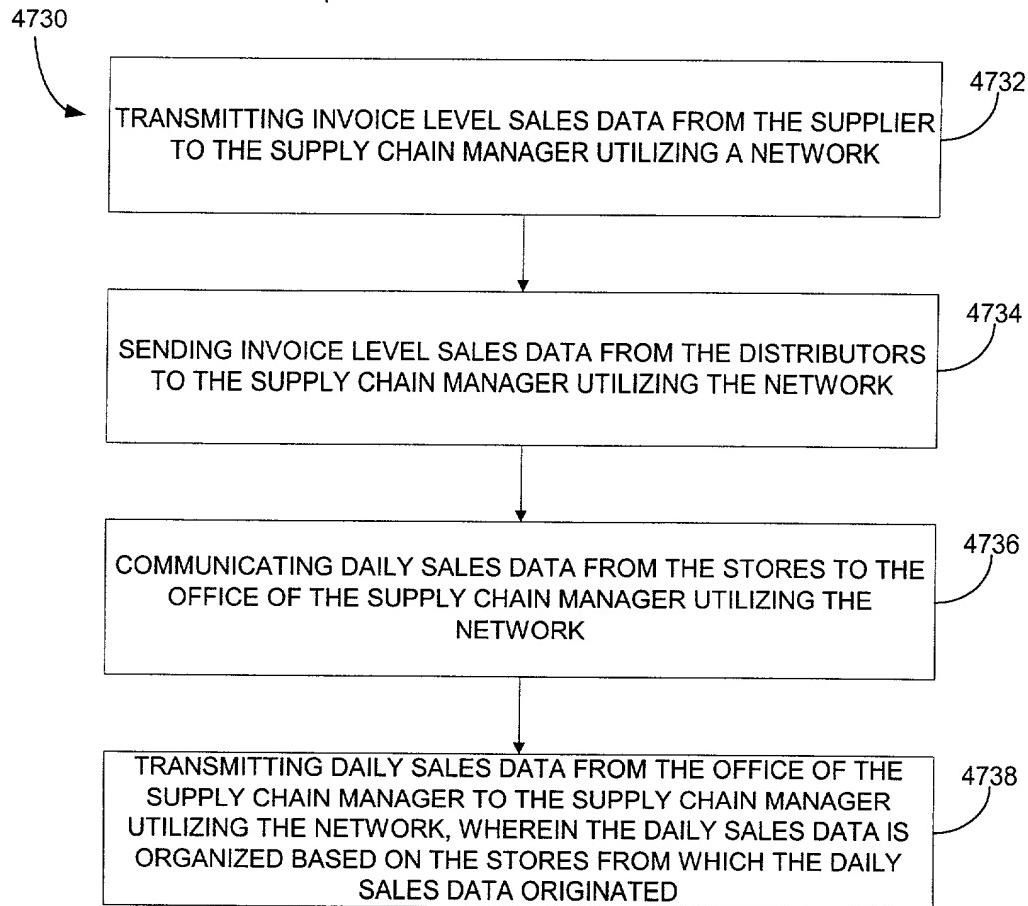


FIG. 47

4830
4832
4834
4836

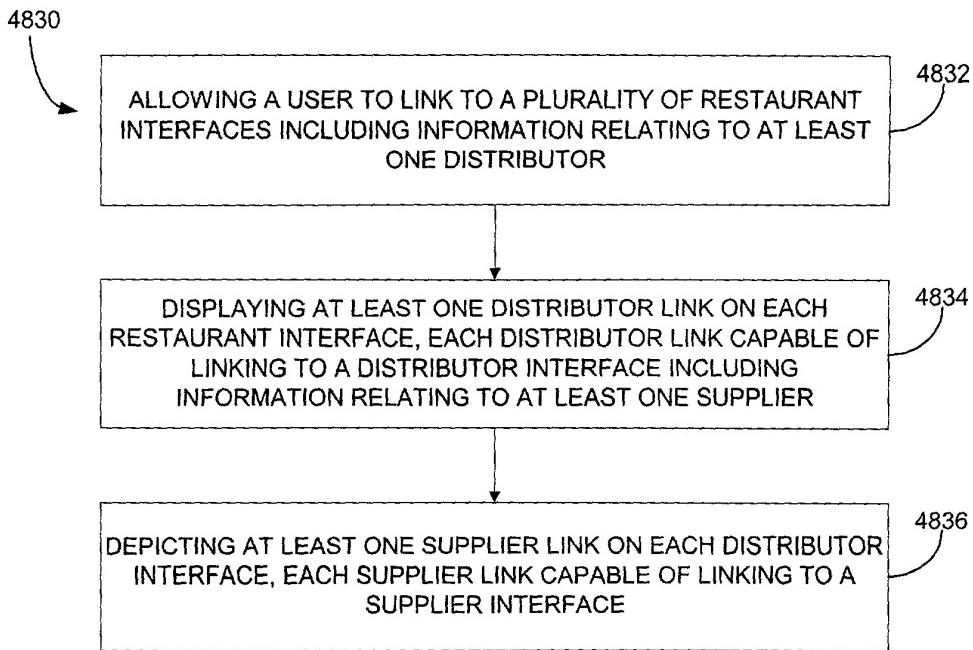


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://www.rsiweb.com/home/index.asp

RSI

Restaurant Services, Inc.
BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name:
franchisee

Password:

Enter Site

4902

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency.

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKC Link

NFA Link





File Edit View Favorites Tools Help

Address: http://www.rsiweb.com/home/index.asp

Links

4900

Internet

FIG. 49

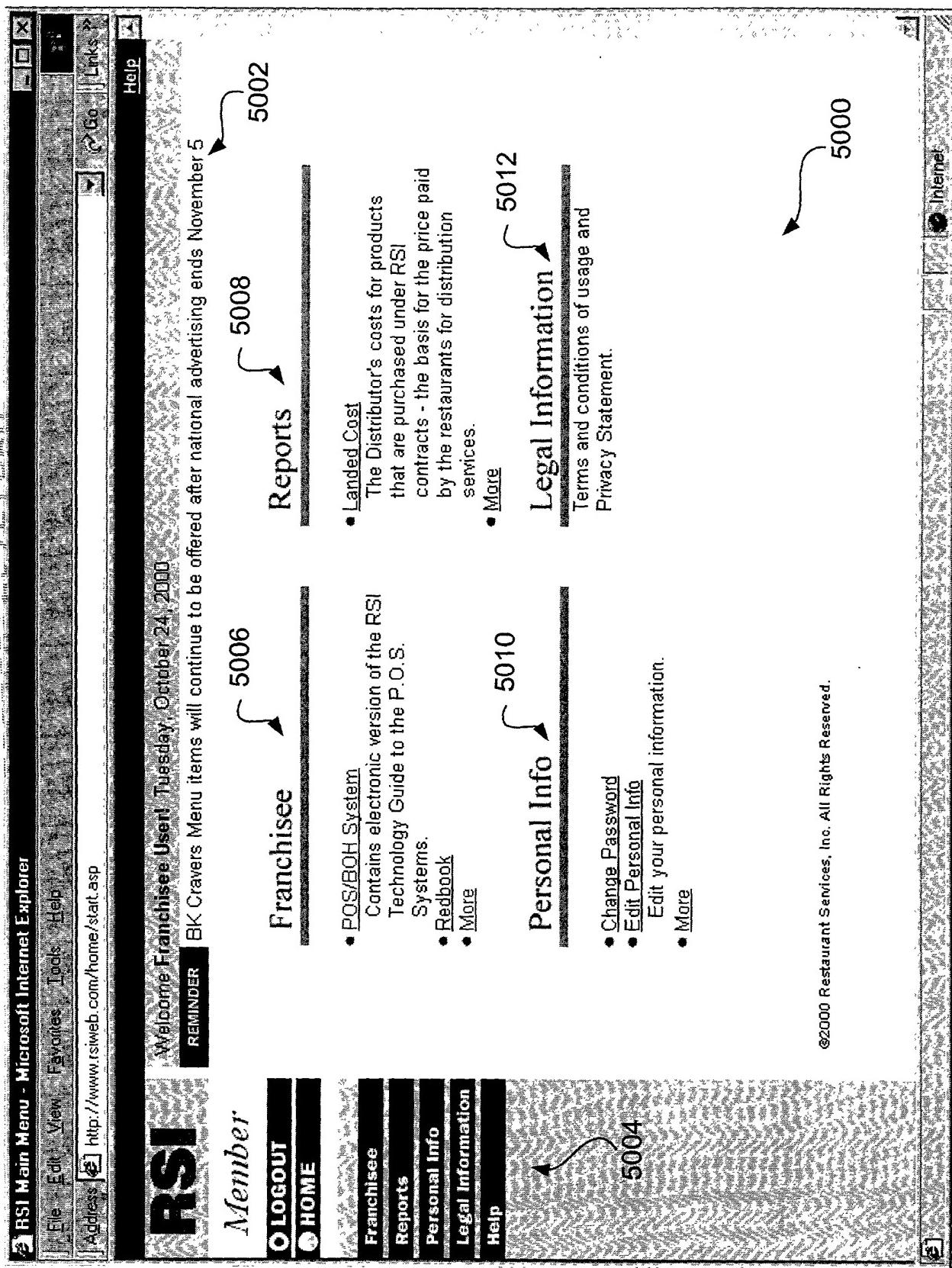


FIG 50

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY
CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN
AMOUNT OF GOODS SOLD BY THE STORES

5132

AGGREGATING THE DATA IN A DATABASE

5134

RECEIVING A REQUEST FROM A SUPPLIER, THE REQUEST
INCLUDING A PLURALITY OF SUPPLIER PARAMETERS

5136

EXTRACTING INFORMATION FROM THE DATABASE RELEVANT TO
THE SUPPLIER PARAMETERS IN RESPONSE TO THE REQUEST

5138

TRANSMITTING THE INFORMATION FROM THE DATABASE TO THE
SUPPLIER UTILIZING THE NETWORK

5140

ADJUSTING A SUPPLY OF RAW MATERIALS FROM WHICH THE
GOODS ARE PRODUCED BASED ON THE INFORMATION

5142

FIG. 51

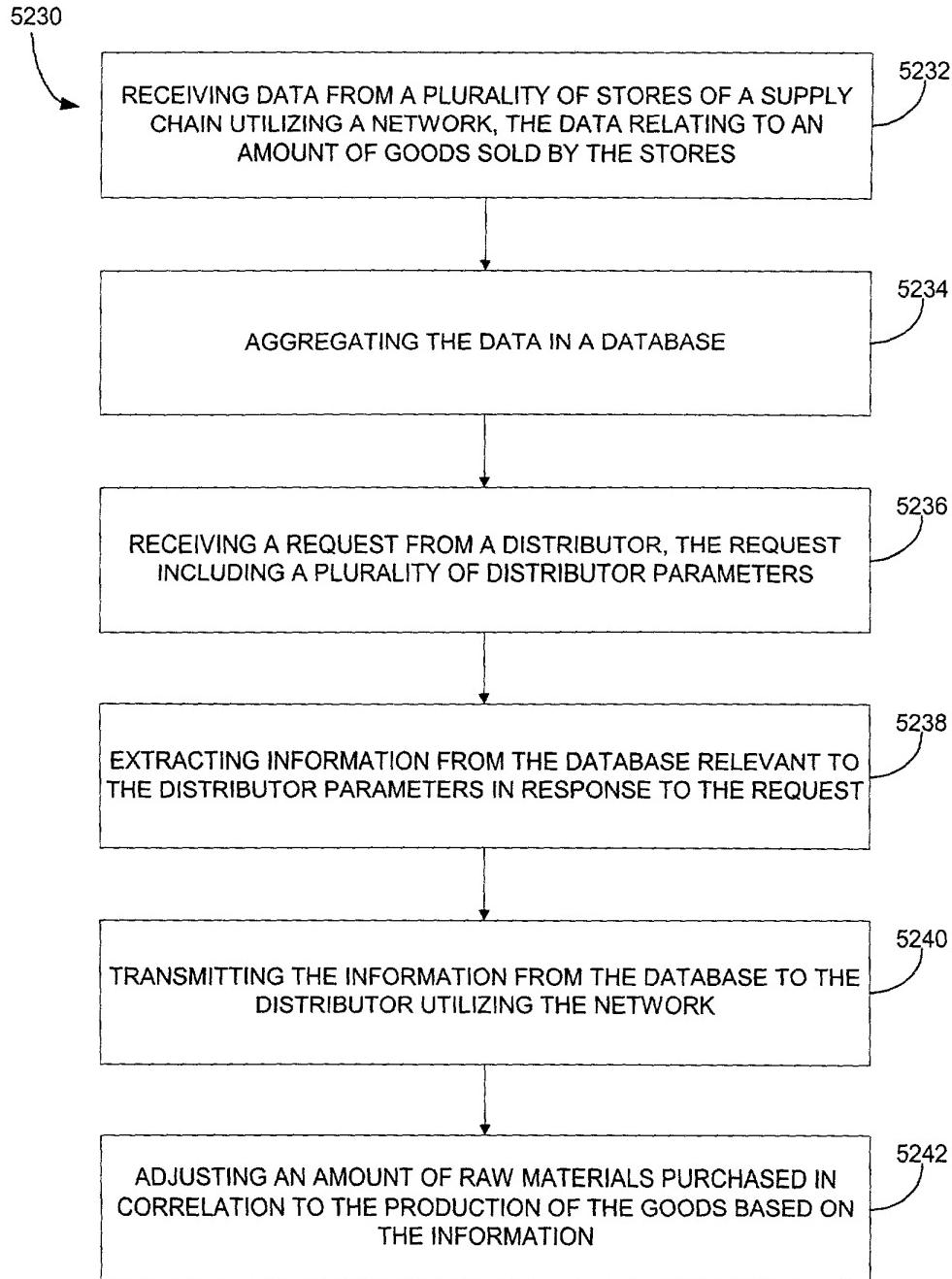


FIG. 52

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/dc/d_iposdally.asp

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)														Week Ending Total							
DC Item No	Item Description	% Chg	14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
Number of Restaurants Serviced by DC																					
18986	SAUCE: BULK BULLSEYE	0.00%	13	24	25	18	16	16	16	14	21	16	13	13	13	13	109	96	80	72	
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	19	18	16	15	14	15	110	104	104	100	
24340	MAYONNAISE: BULK BK	0.00%	134	197	211	173	196	154	154	153	150	200	206	175	165	161	1184	1146	1142	1109	
24966	STRAW: WRAPPED	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	24	189	179	186	178	
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	1	12	11	10	9	9	9	70	71	56	58	
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	2	2	2	2	3	3	3	3	2	2	2	18	15	8	9	
27682	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	116	104	102	101	100	136	139	115	106	102	102	786	771	776	743	
27890	KETCHUP: PACKETS	0.00%	127	194	205	160	143	142	139	144	197	197	160	142	140	140	1112	1070	1078	1044	

Internet

Done

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://test.rsmilk.com/dc/d_rpmodeall.asp?DC=26576

RSI

[Printer Friendly Version](#)

Distributor

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Local Promotion Option	Ad!	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Restaurants	Rest. Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8		
	Davenport/Ramblin' A	5/1/00	85	32	17		
	Des Moines/Ames, IA	7/10/00	85	17	28		
	Omaha, NE	7/1/00	85	17	56		
	Peoria, IL	6/1/00	85	99	17		
	Sioux City, IA	8/25/00	85	98	10		
	Springfield/Decatur-Chmpg, IL	6/1/00	85	99	1		
32 oz. Motor Cup Total							
	Big King					131	
	Cedar Rapids/Marion/Dubuque, IA	4/15/00	99	99	19		
	Davenport/RM-Moline, IA	4/15/00	99	99	17		
	Ottumwa/Kirkville, IA	4/15/00	99	99	3		
Big King Total							
	Pancake Minis					39	
	Chicago, IL	5/15/00	20	99	8		
	Peoria, IL	5/1/00	20	99	17		
	Sioux City, IA	4/15/00	20	99	10		
Pancake Minis Total							
						35	

[Done](#) [Home](#)

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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FIG. 54

RSI

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/supplier/s_iposdaily.asp?report=true

Supplier: TYSON FOODS Revenue

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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FOB Point	DC No	Item Description	RSI	14 Day Rolling (Total Cases)										Week Ending Total																
				Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15		10/14	10/13	10/12	10/11												
TOTAL															10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	10/6	10/5	10/4	10/3	10/2	10/1	
Total of DC Locations:															780	774	786	781												
6	CHICKEN PATTY	0.00%	90	132	144	111	100	98	95	100	94	134	137	126	100	100														
7	CHICKEN BK BROILER	0.00%	35	51	60	48	45	43	43	40	53	60	48	45	41	330														
8	CHICKEN TENDERS	0.00%	222	338	337	285	240	228	225	246	346	315	256	228	223	1815														
	CHICKEN															1418														
																1203														

Internet

Done

FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Links

RSI Landed Cost Report

Member

Restaurant Number: Date: Retrieve

HOME

[Printer Friendly Version](#) [Restaurant Landed Cost Verification Report](#)

Report Date: Sunday, October 22, 2000
 Restaurant Number: 00003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4239	REGISTER TAPE THERMAL 2.25 X 165	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK-KRATZ-BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK/SEAL	\$0.45	\$1.57	\$0.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
<input type="checkbox"/> Done					

FIG. 56

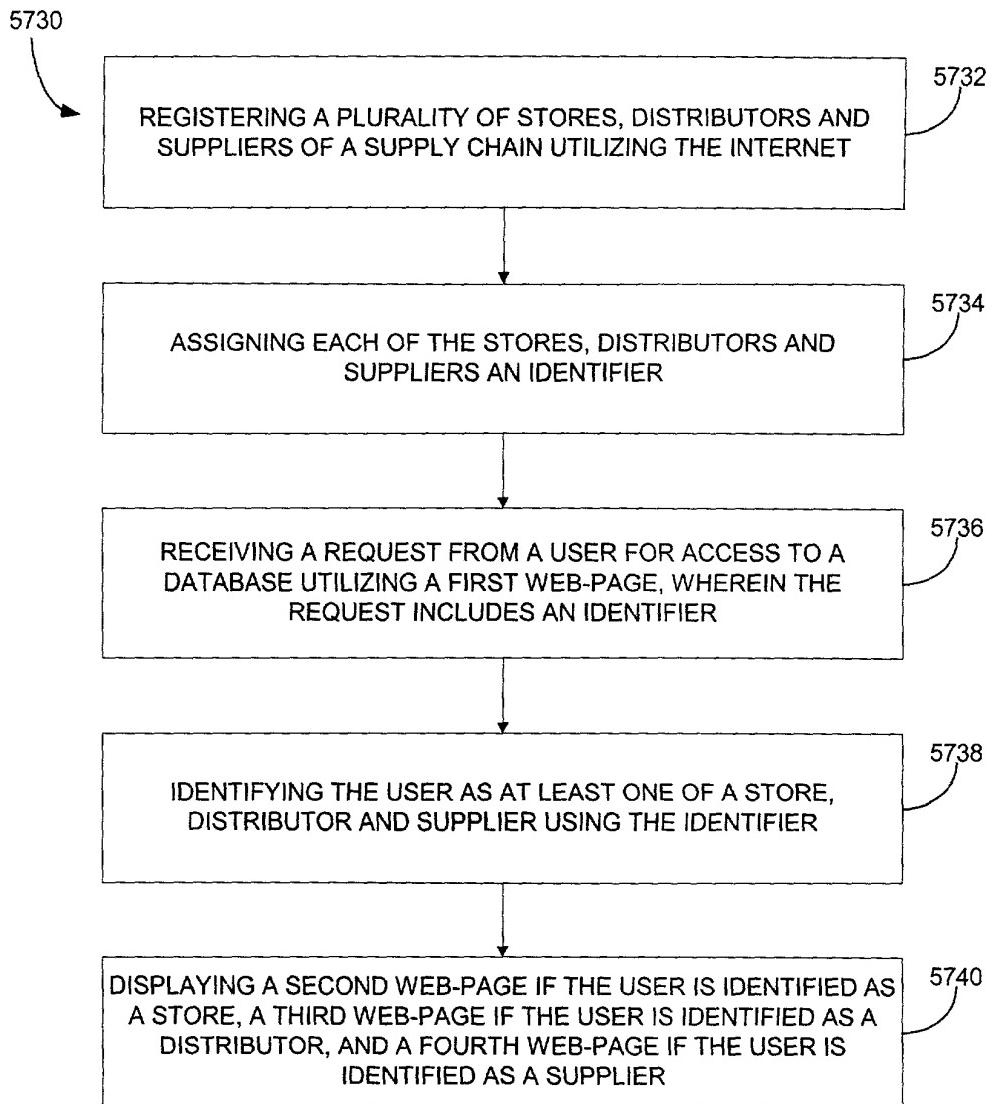


FIG. 57

5802

5802
Franchisee

5802

```

graph TD
    ISCM((ISCM)) -- Sales --> Franchisee((Franchisee))
    ISCM -- Forecasts --> Distributor((Distributor))
    ISCM -- Forecasts --> Supplier((Supplier))
    ISCM -- Orders --> RawMaterialSupplier((Raw Material Supplier))
    Distributor -- Shipments --> ISCM
    Distributor -- Orders --> Supplier
    Supplier -- Shipments --> ISCM
    Supplier -- Orders --> RawMaterialSupplier
    RawMaterialSupplier -- Shipments --> ISCM
    RawMaterialSupplier -- Orders --> Supplier
    Franchisee -- Shipments --> ISCM
    Franchisee -- Orders --> Distributor
    Franchisee -- Orders --> Supplier
    
```

The diagram illustrates a supply chain network. At the center is the Information System for Supply Chain Management (ISCM). It interacts with four external entities: a Distributor, a Supplier, a Raw Material Supplier, and a Franchisee. The flow of data and goods is as follows:

- Distributor:** Receives **Shipments** from ISCM and sends **Orders** to ISCM and to the Supplier.
- Supplier:** Receives **Shipments** from ISCM and sends **Orders** to ISCM and to the Raw Material Supplier.
- Raw Material Supplier:** Receives **Shipments** from ISCM and sends **Orders** to the Supplier.
- Franchisee:** Sends **Shipments** to ISCM and sends **Orders** to both the Distributor and the Supplier.

ISCM also provides **Forecasts** to the Distributor, Supplier, and Raw Material Supplier, and receives **Sales** data from the Franchisee.

Fig. 58

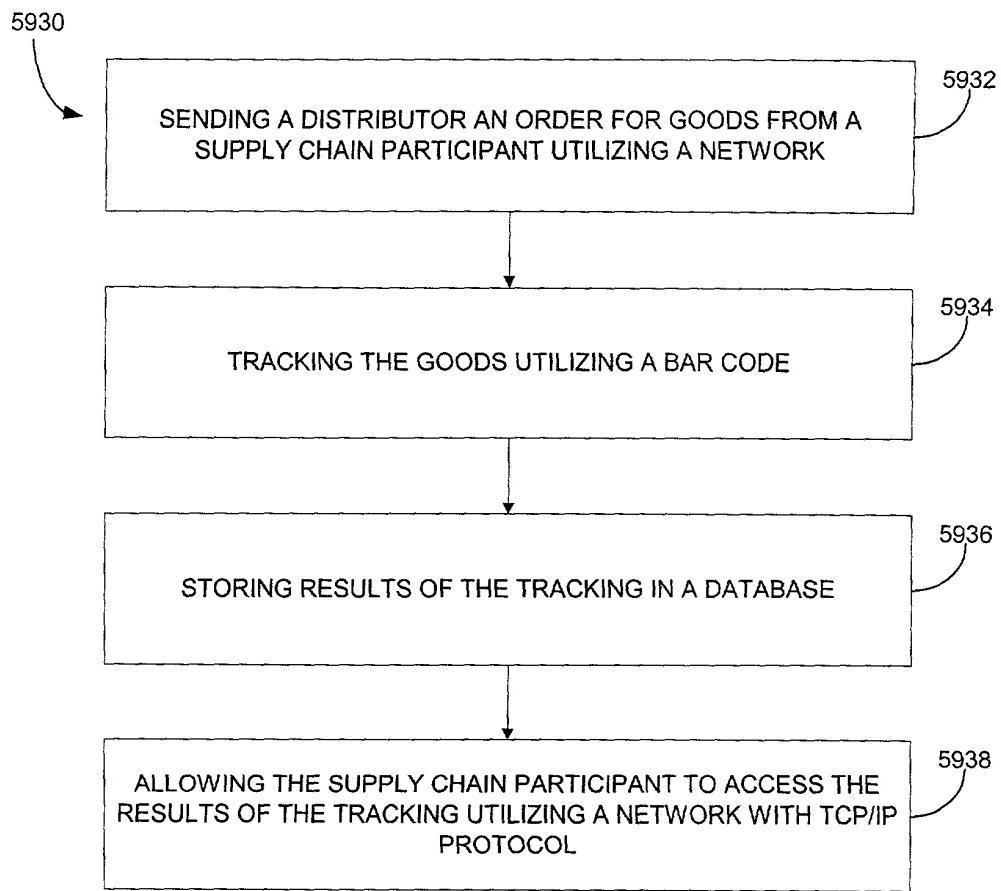


FIG. 59

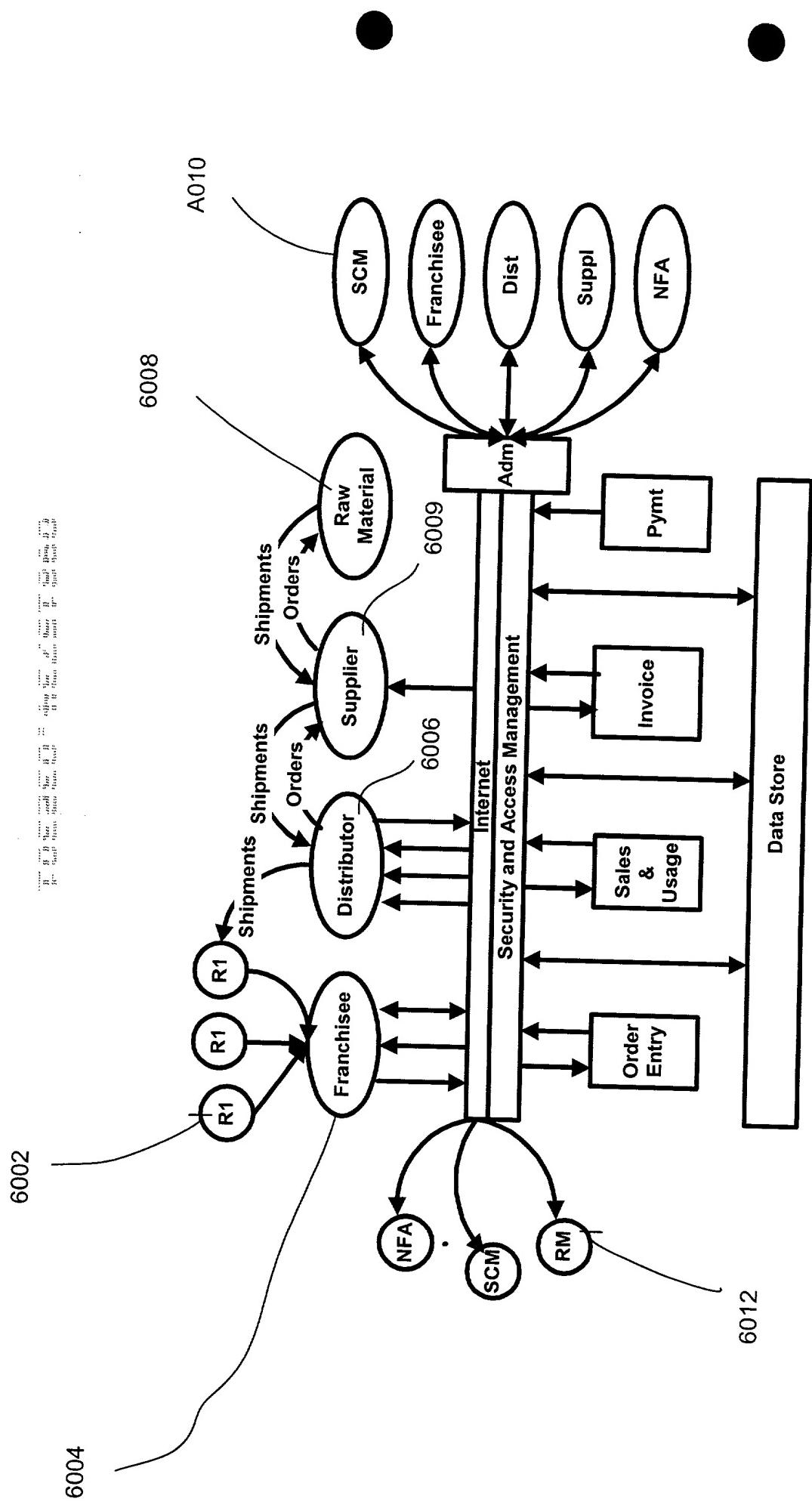


Fig. 60

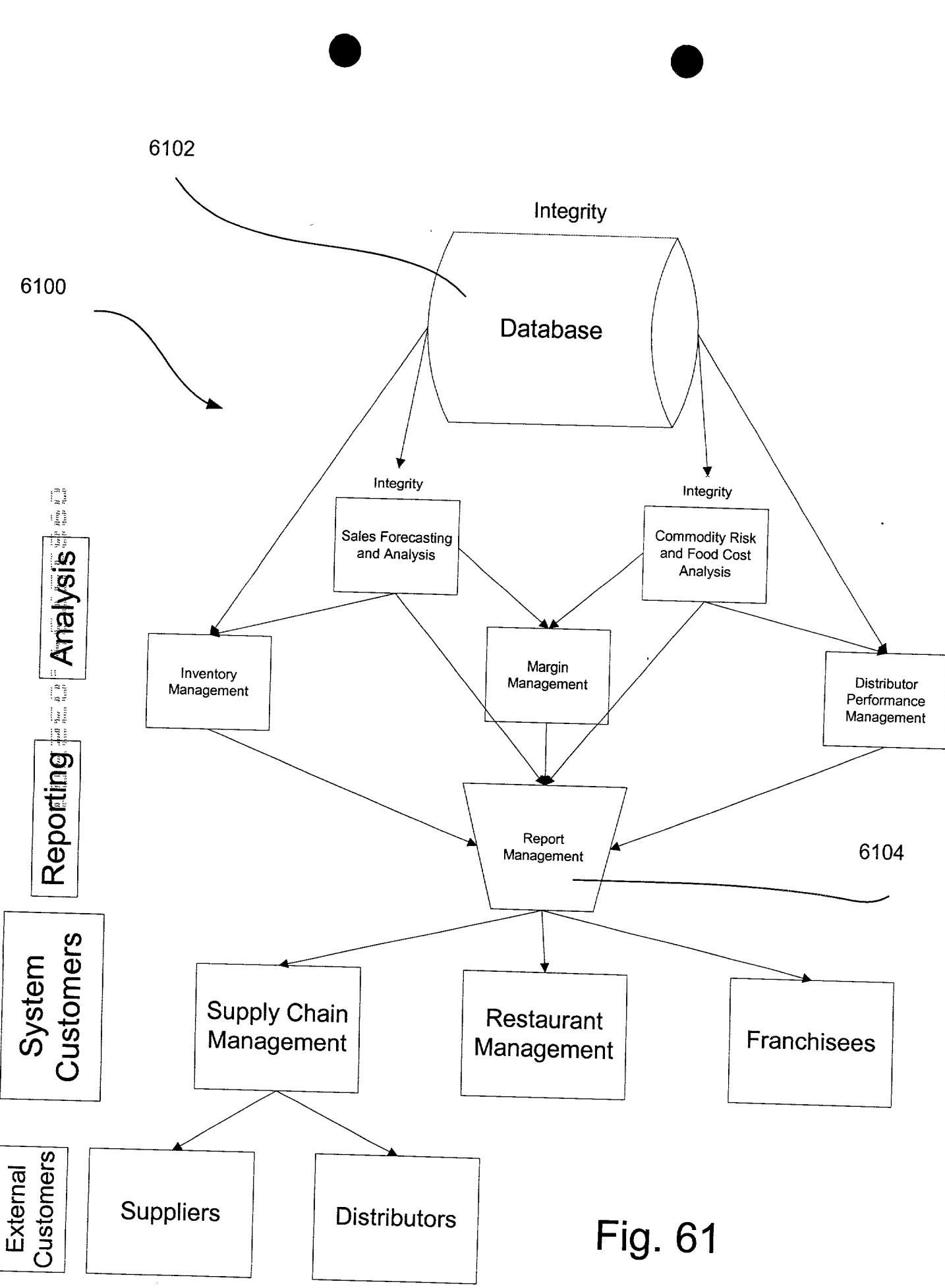


Fig. 61

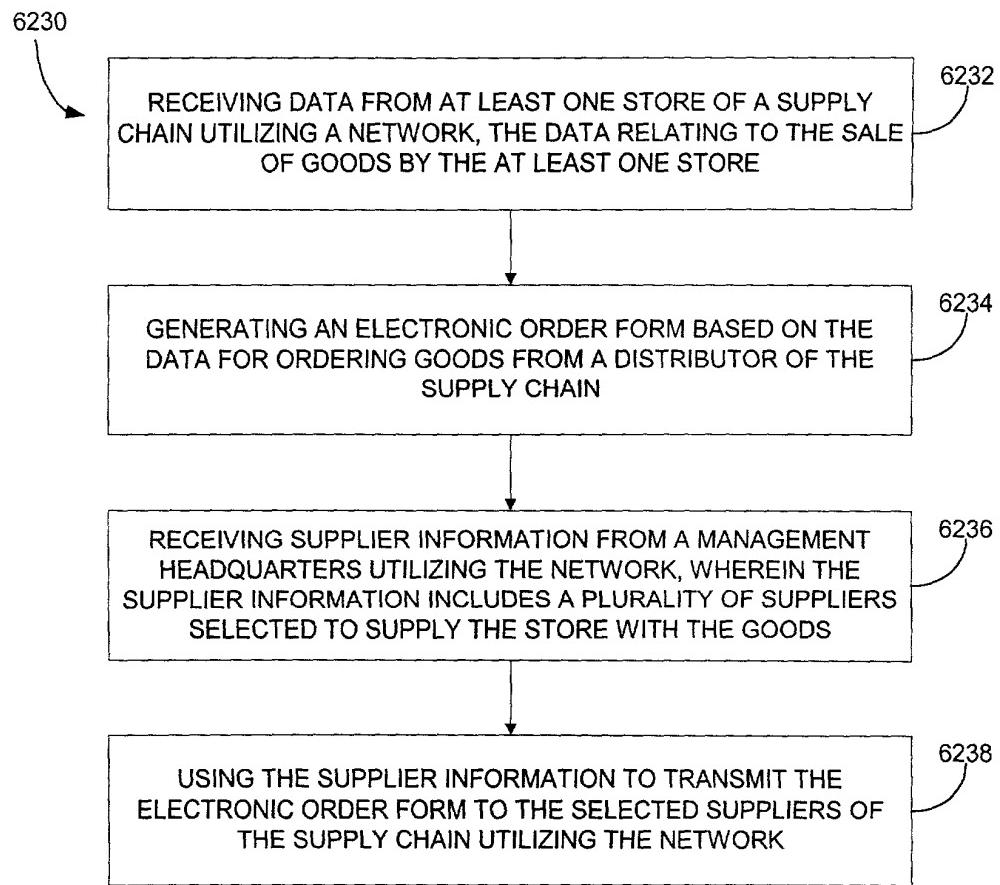


FIG. 62

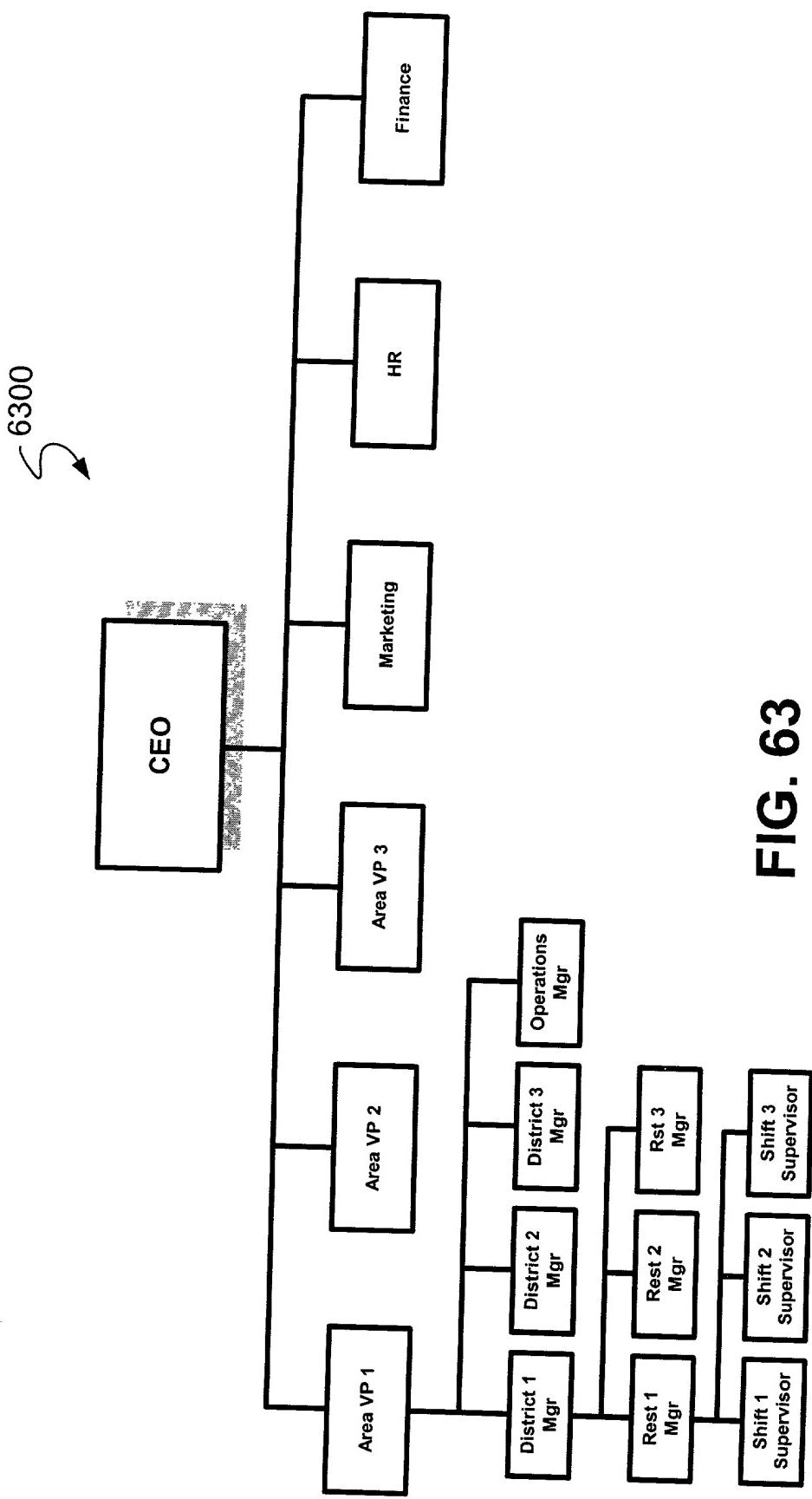


FIG. 63

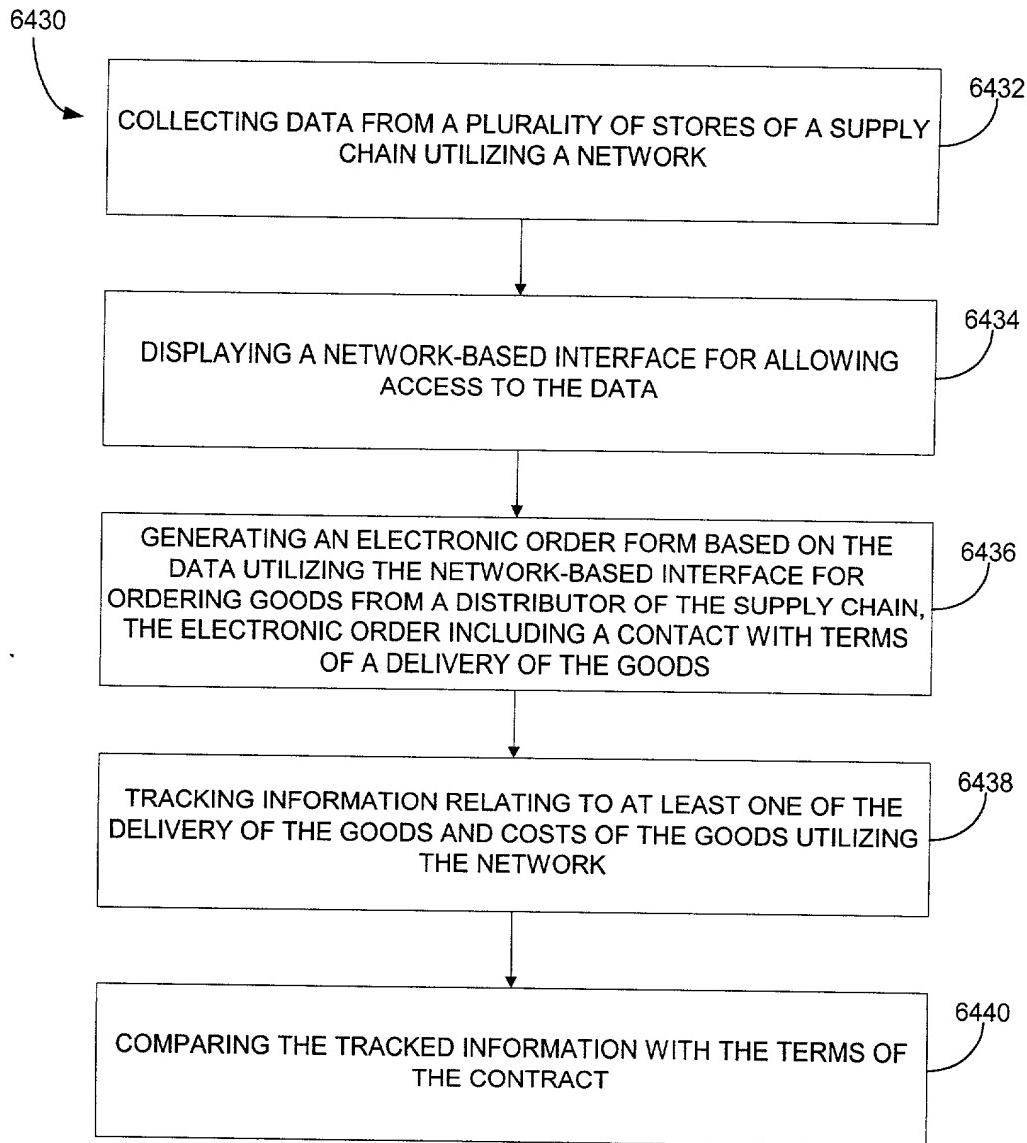


FIG. 64

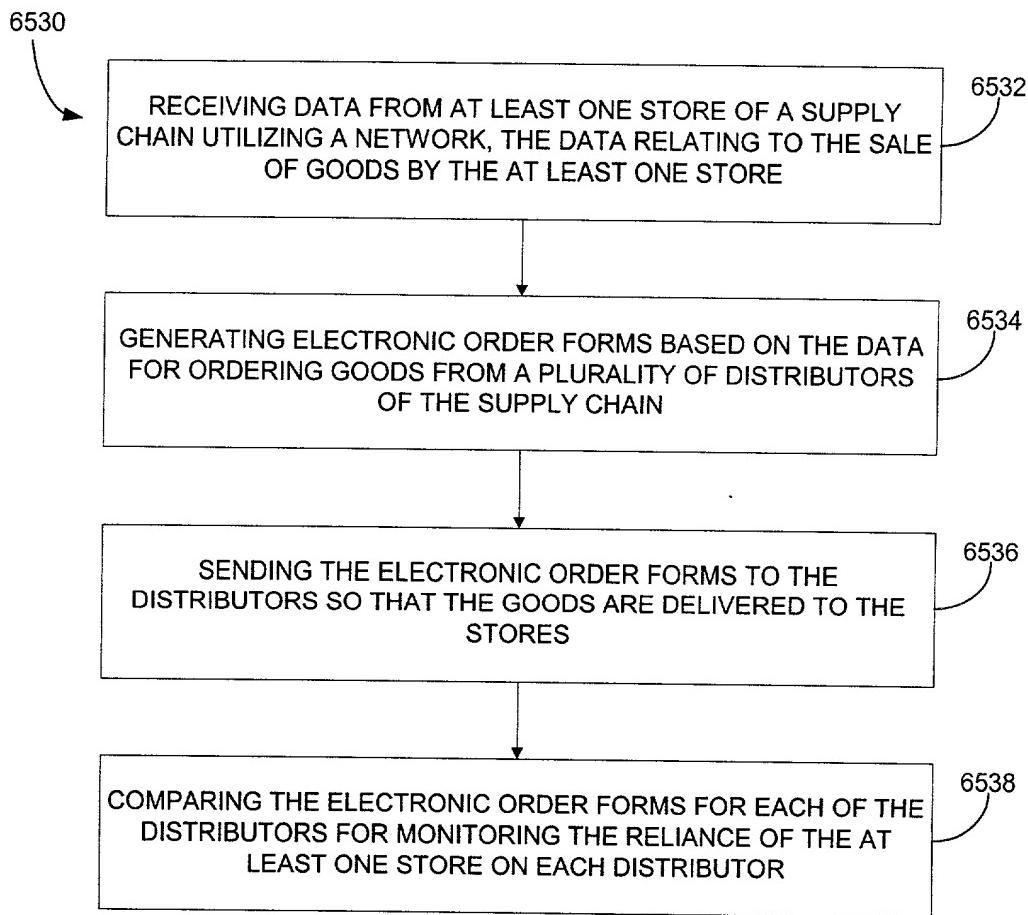


FIG. 65

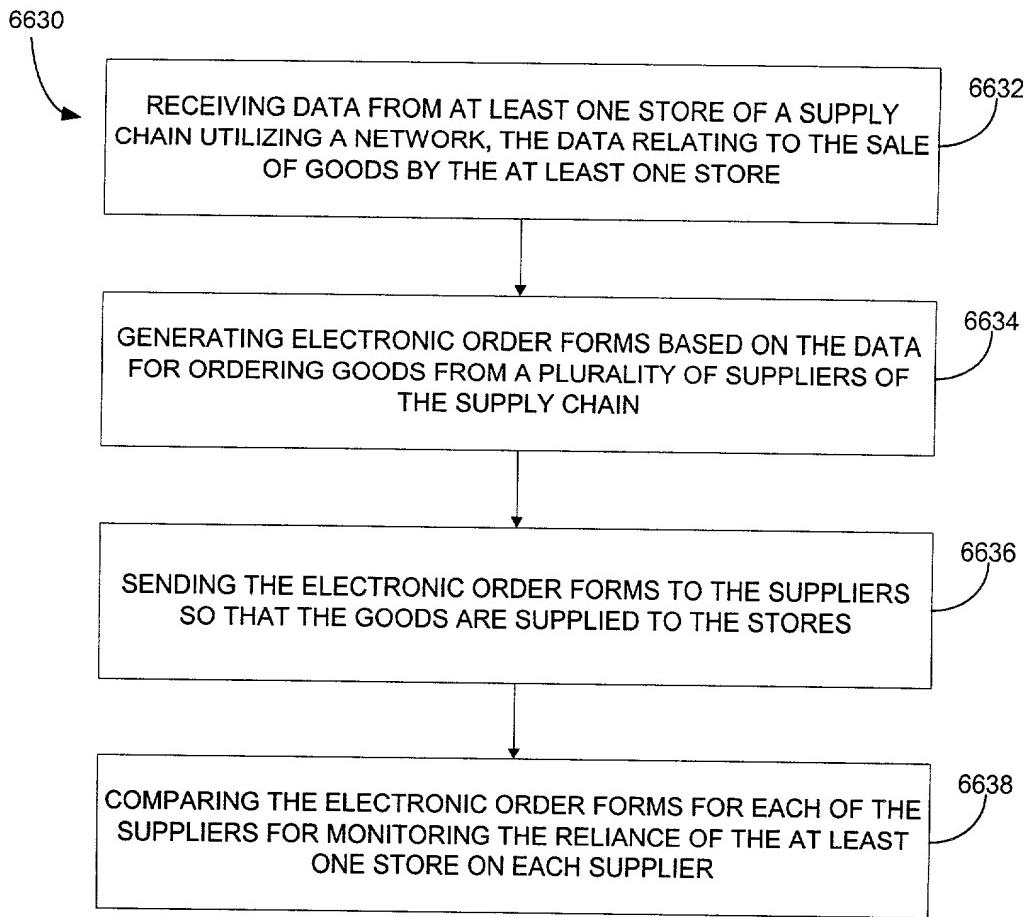


FIG. 66

6730
6732
6734
6736

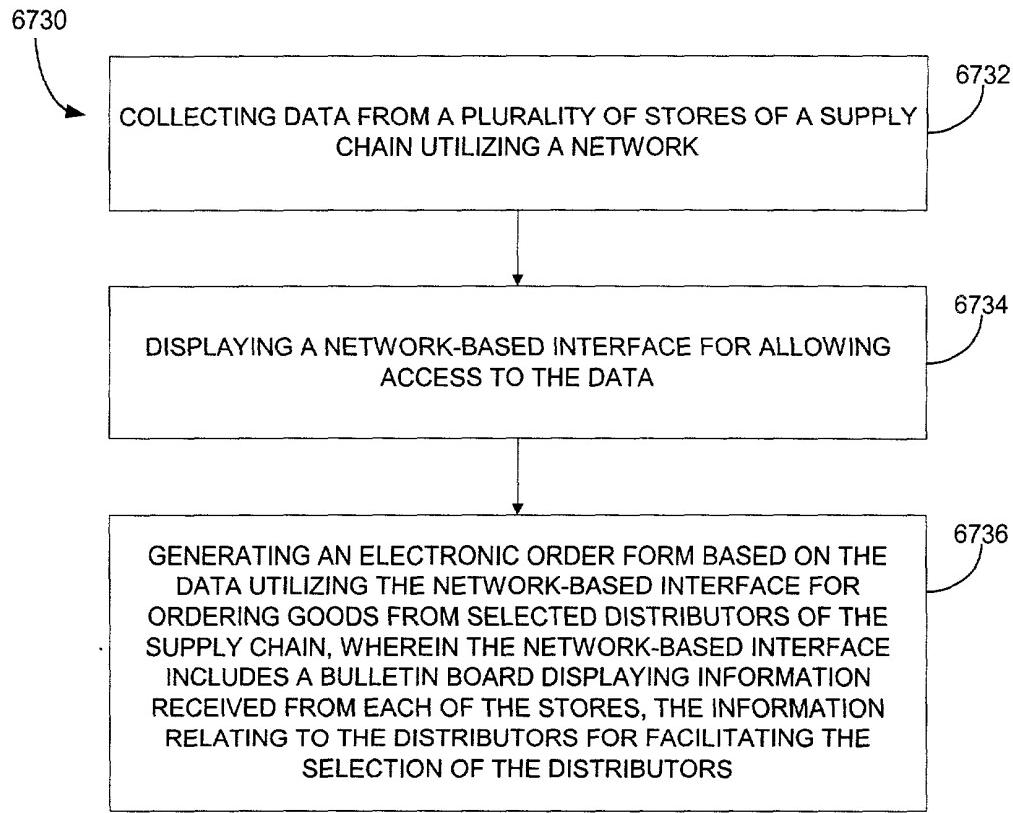


FIG. 67

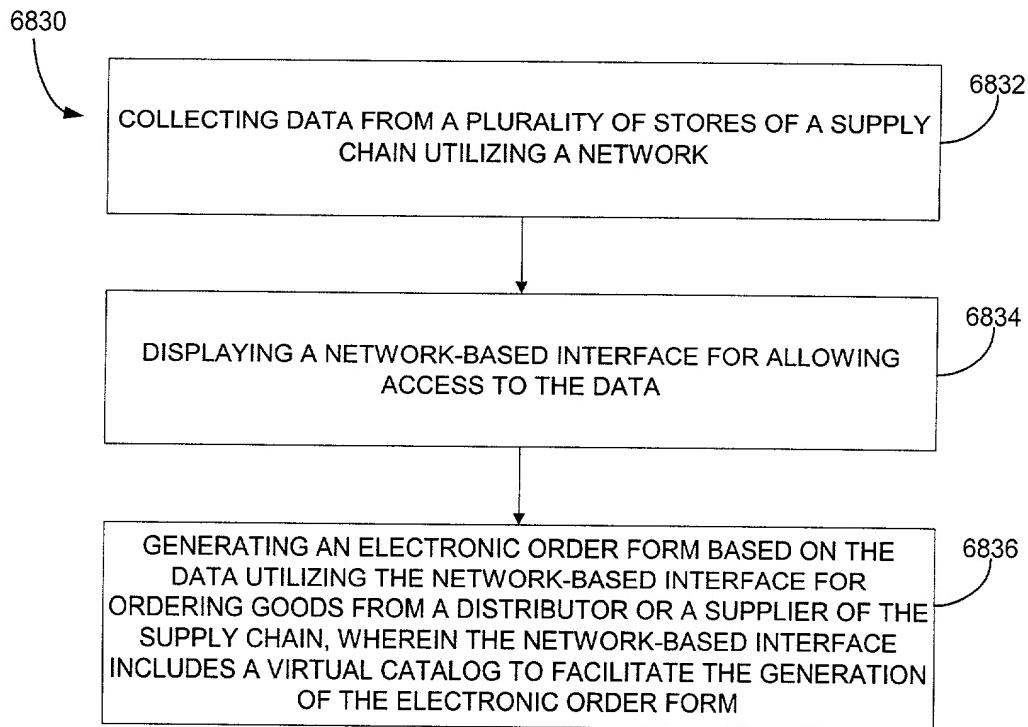


FIG. 68

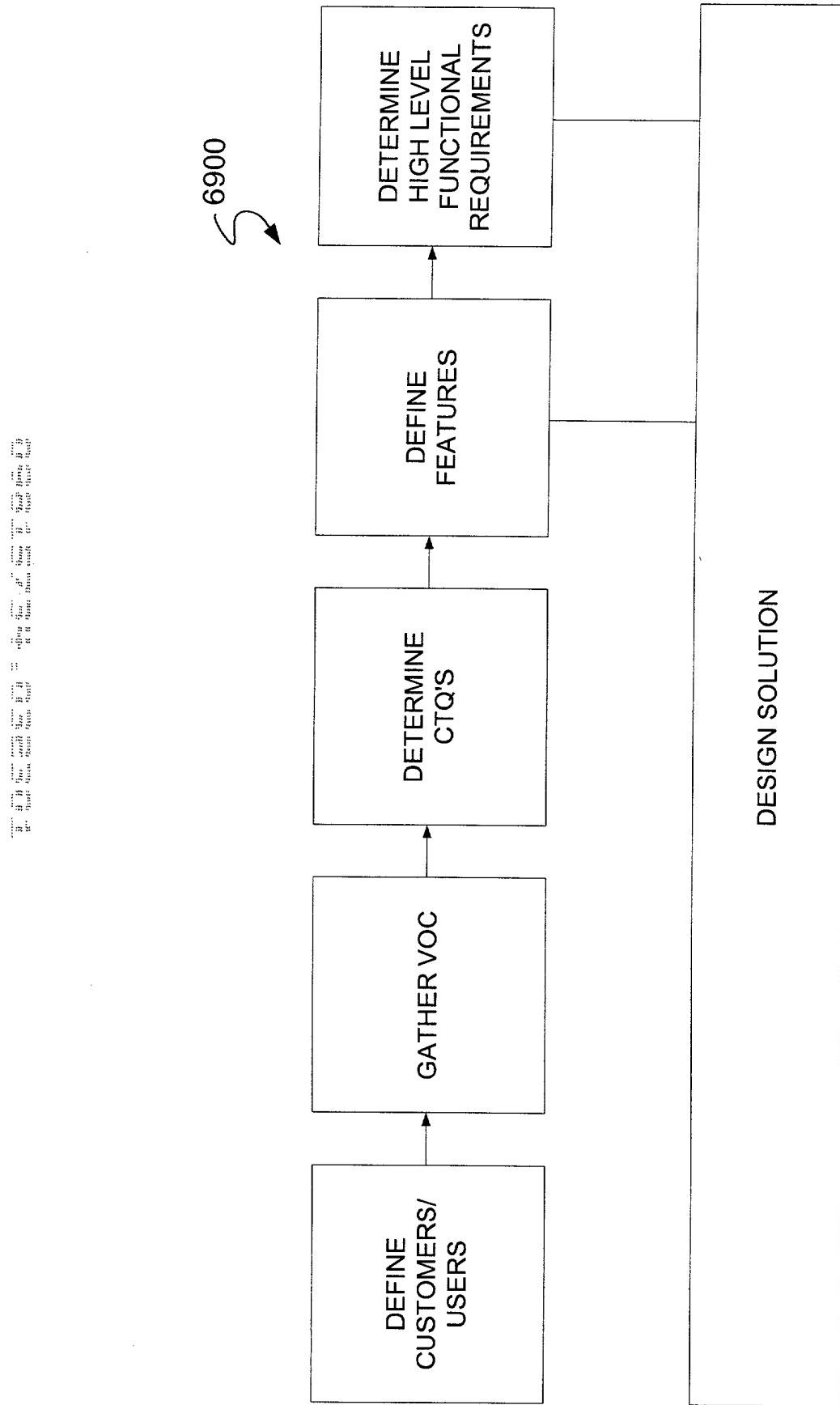


FIG. 69

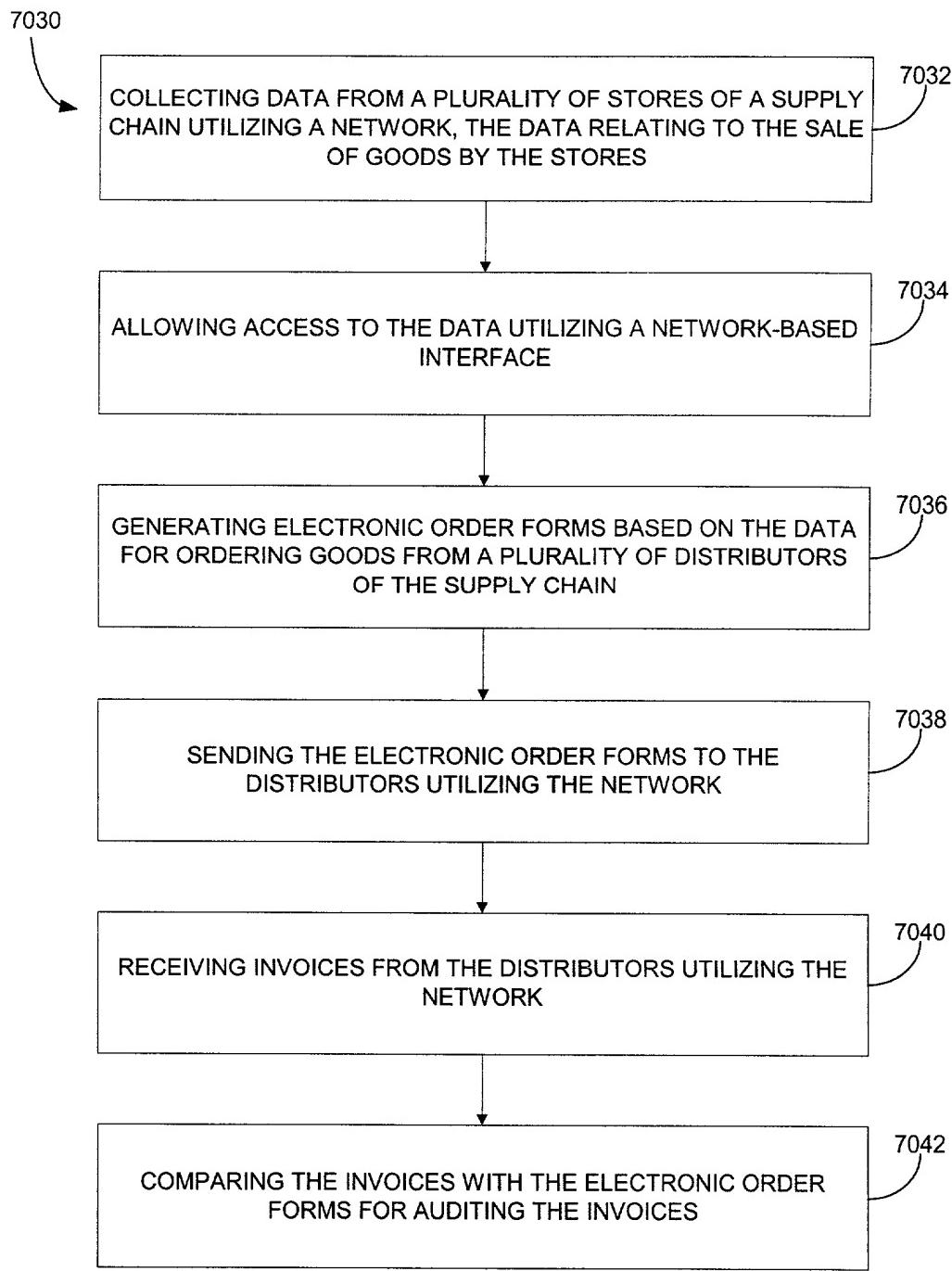


FIG. 70

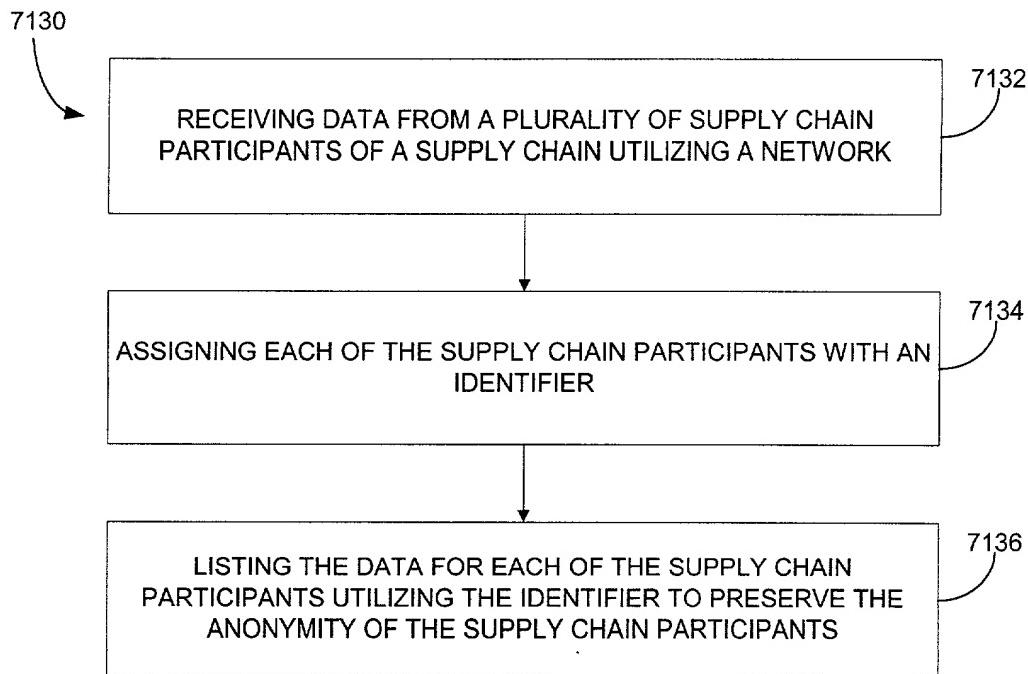


FIG. 71

7202
7204
7200

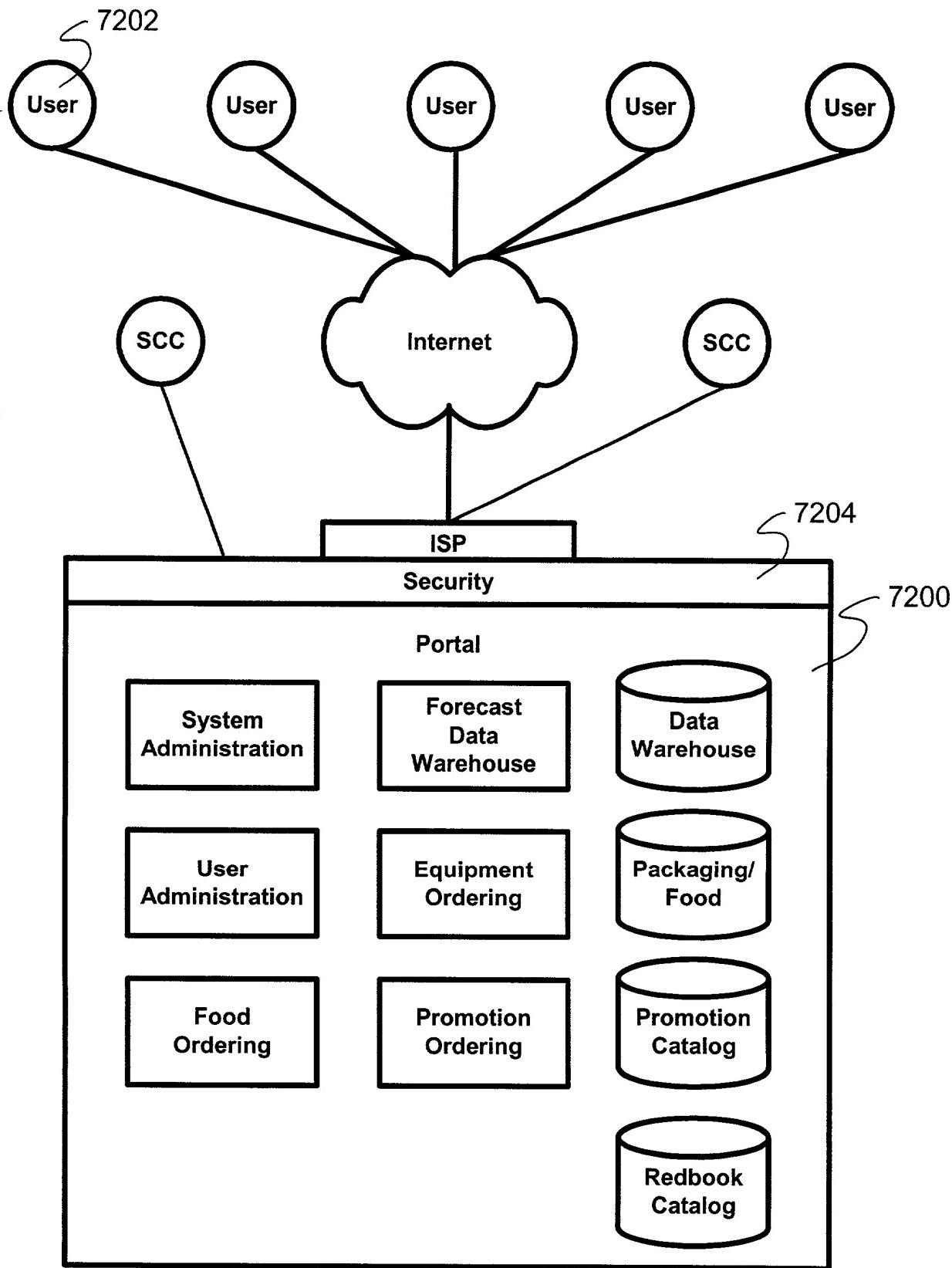


FIG. 72

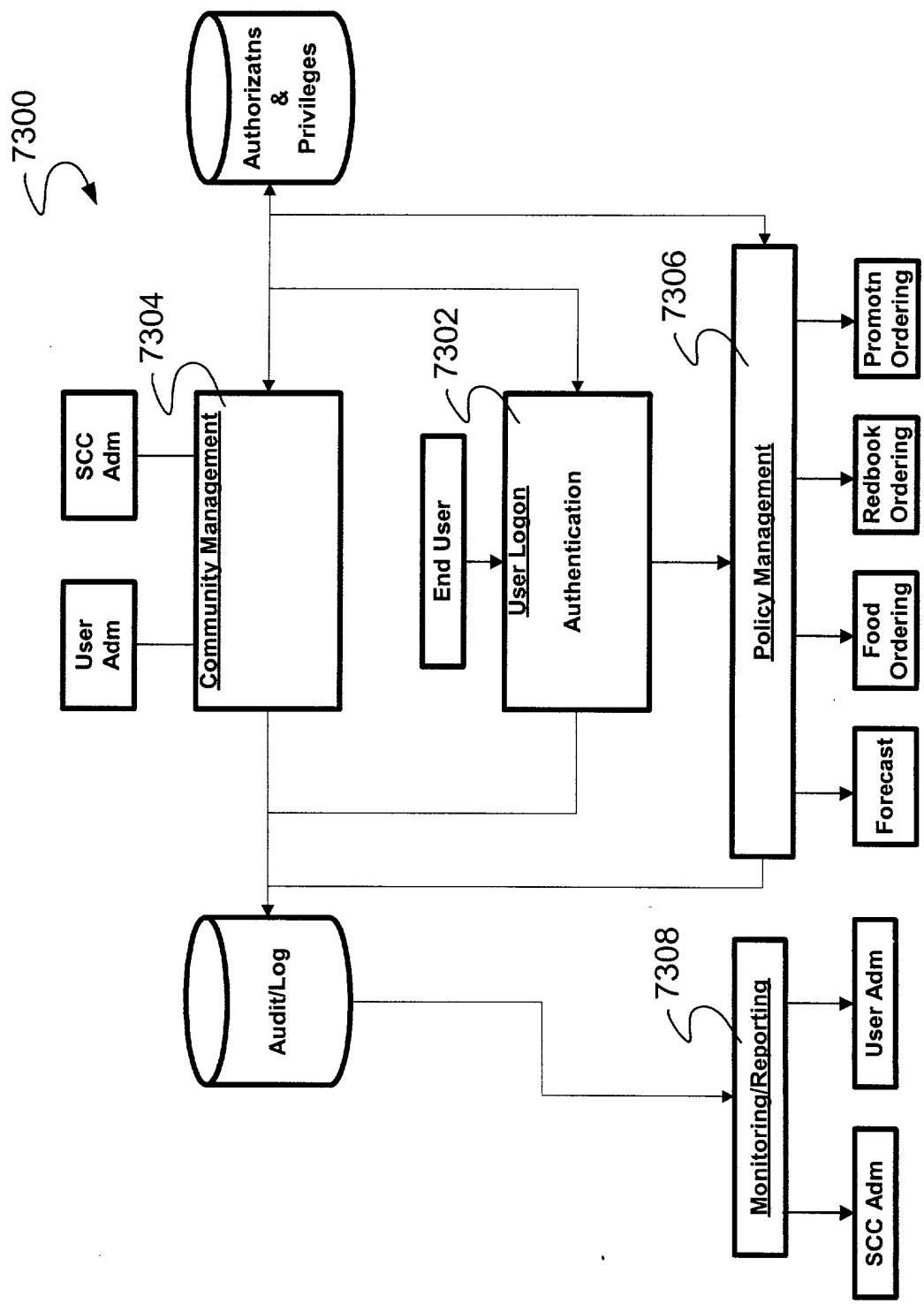
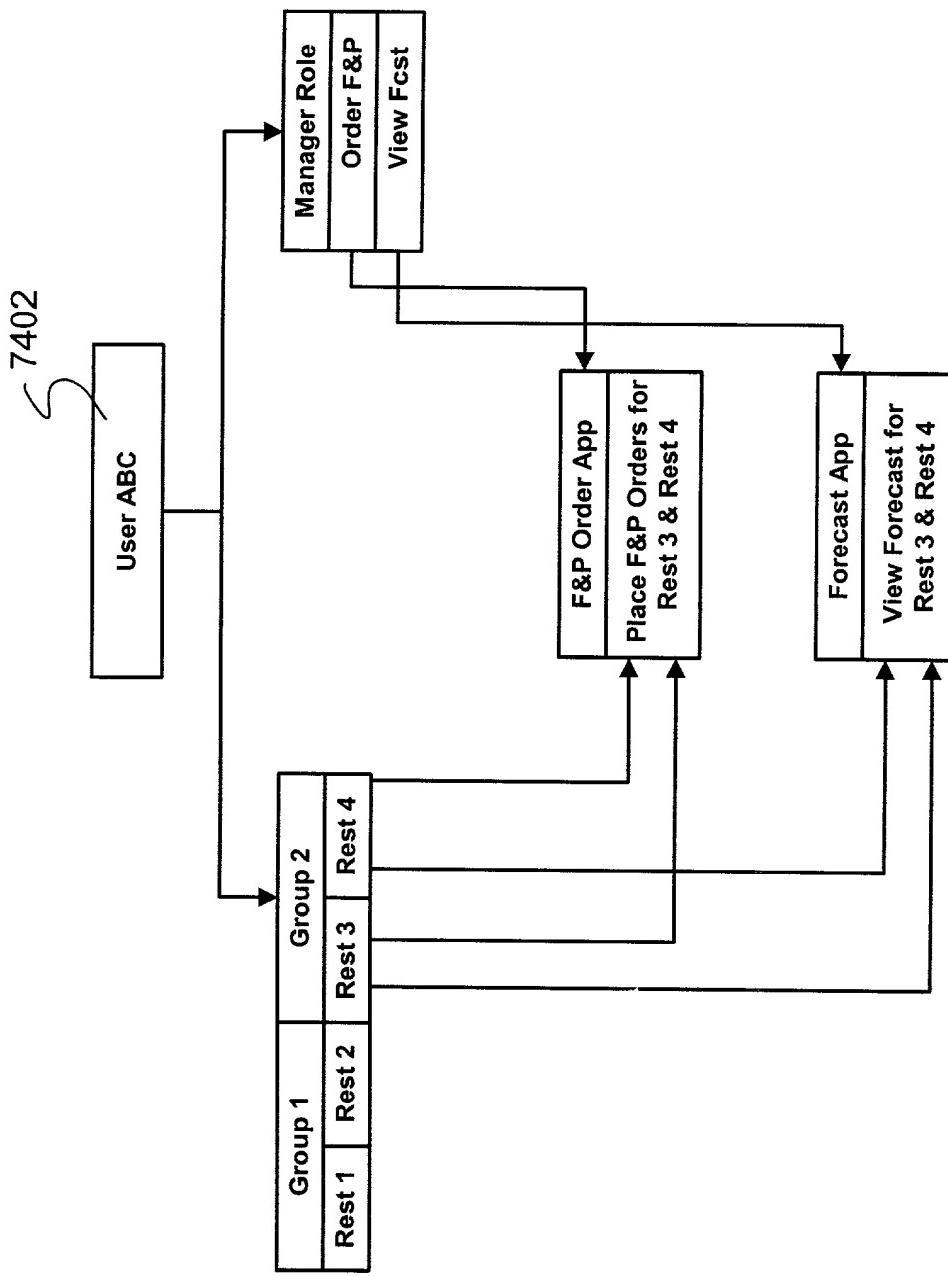


FIG. 73

FIG. 74



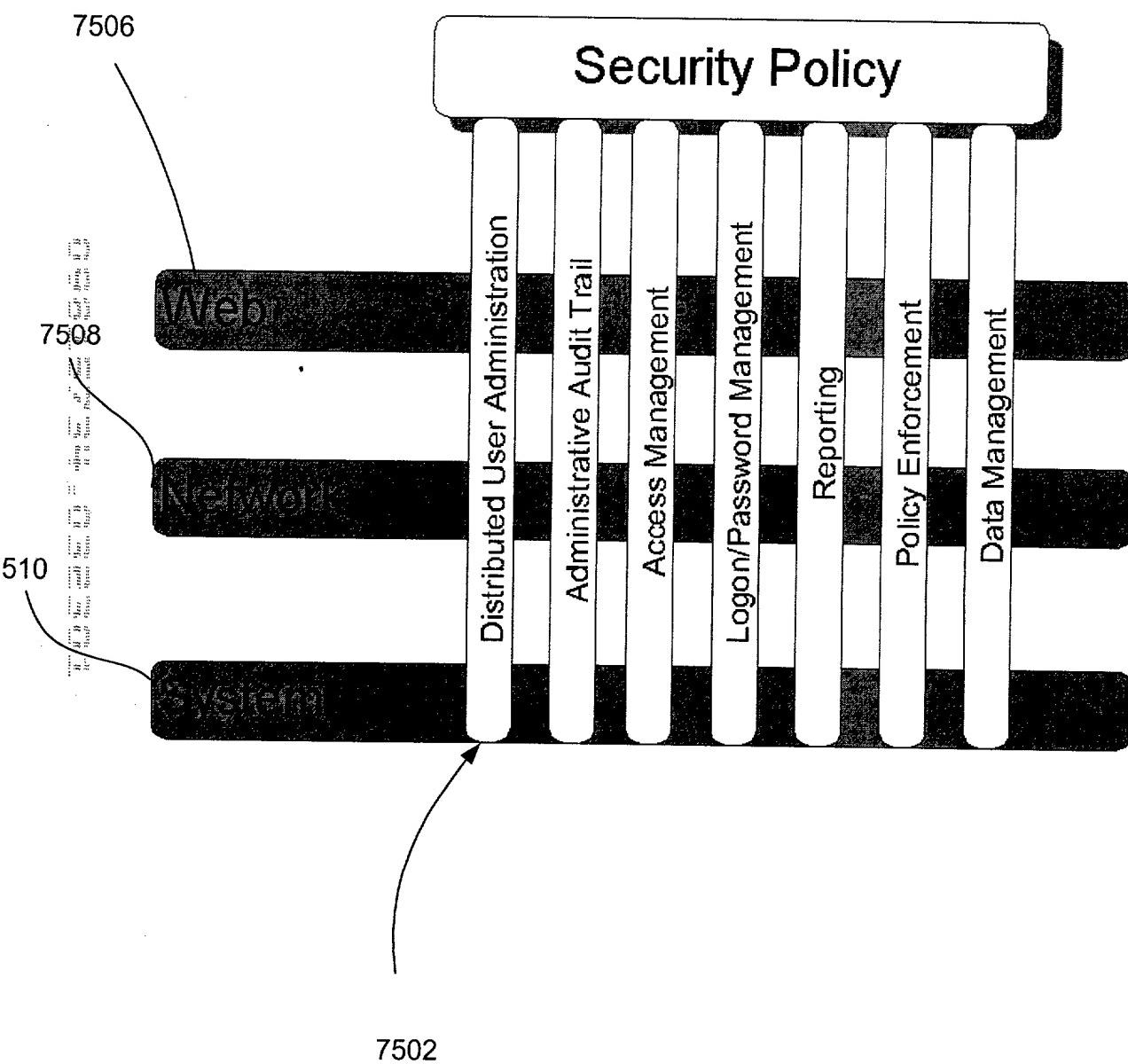


Fig. 75

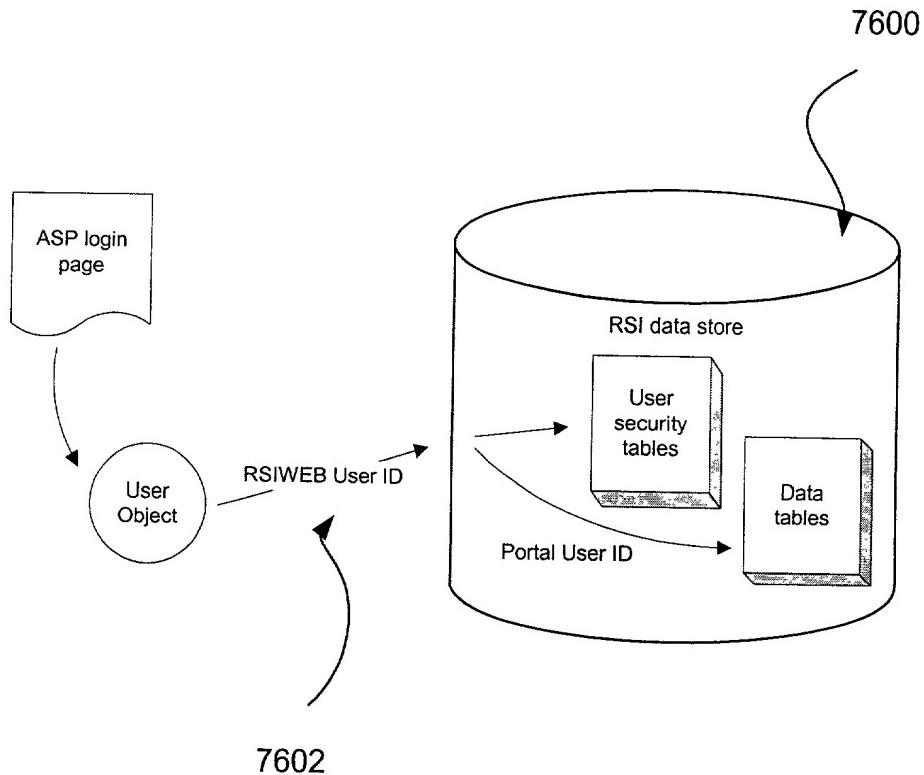
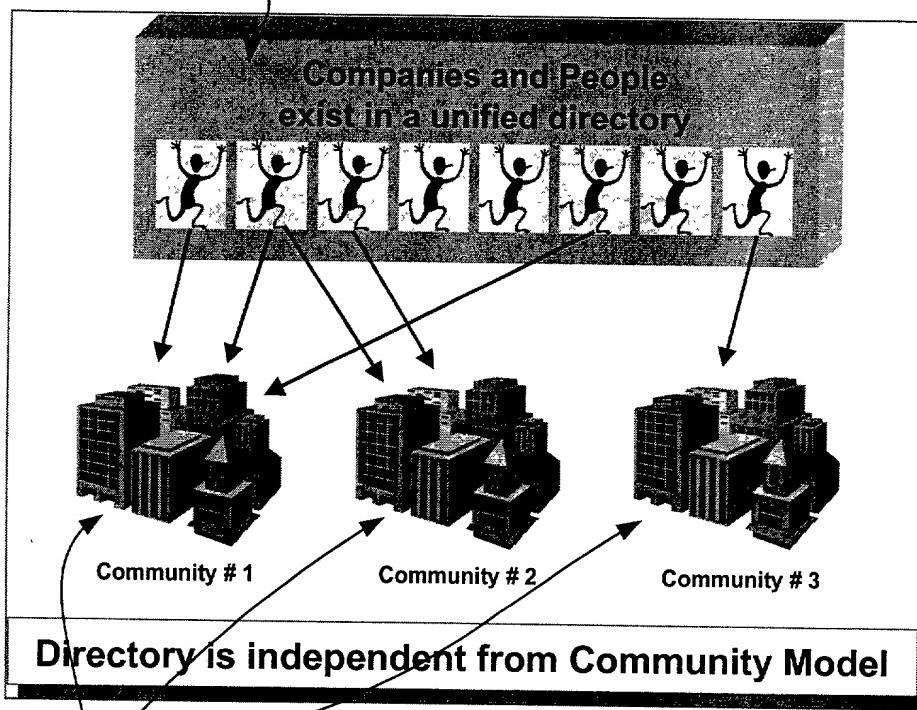


Fig. 76

7700

7704



7702

Fig. 77

7800

7802

7804

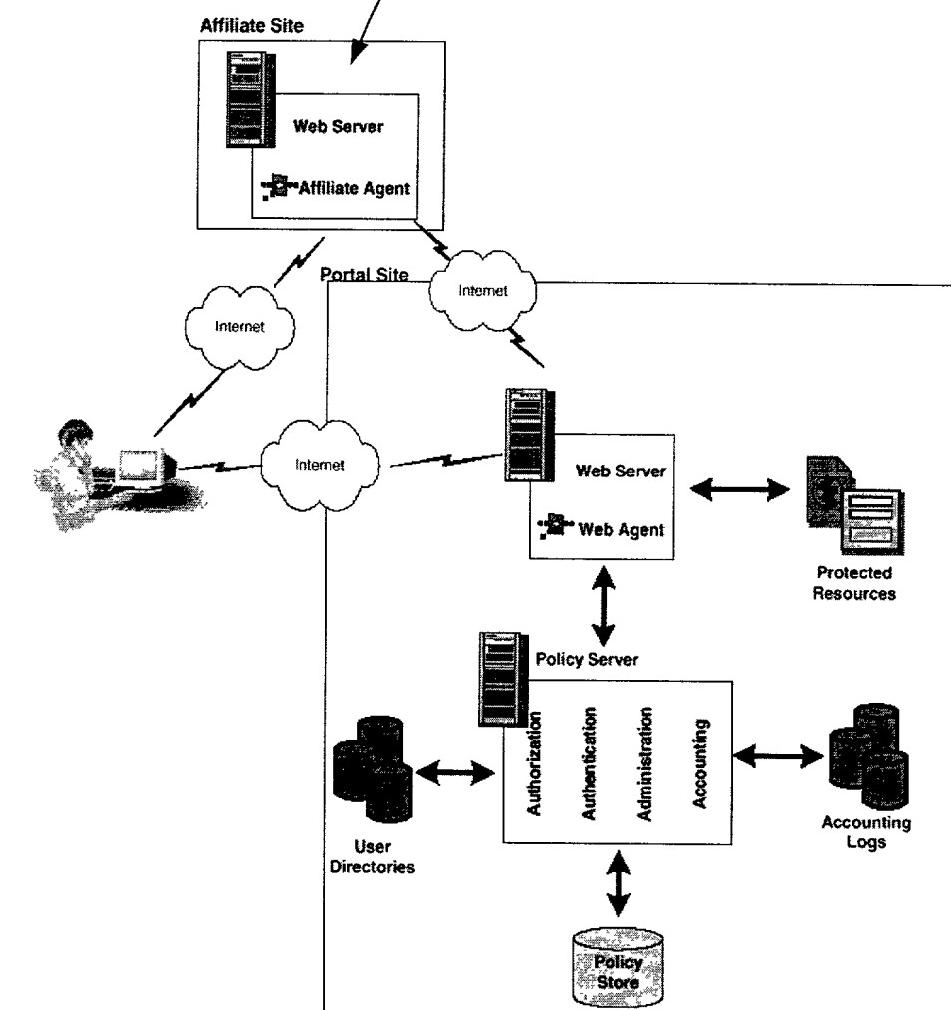


Fig. 78

7900



7902

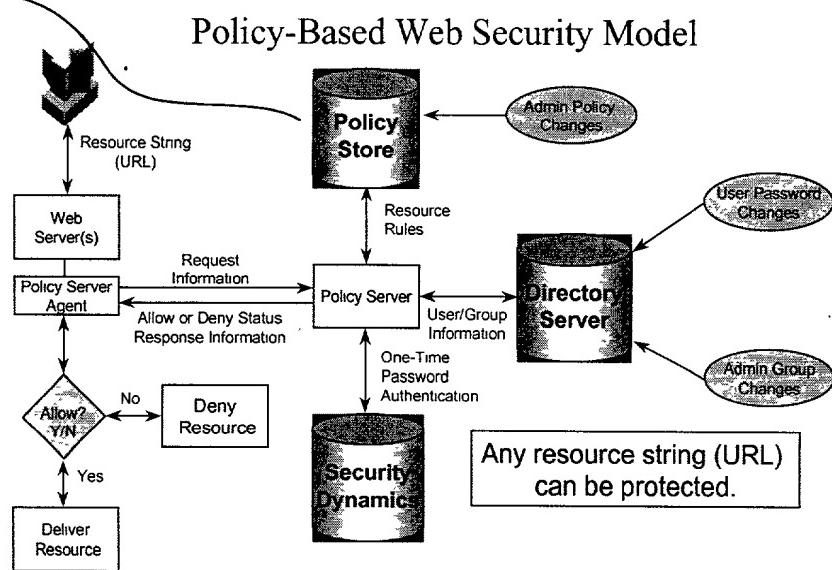


Fig. 79

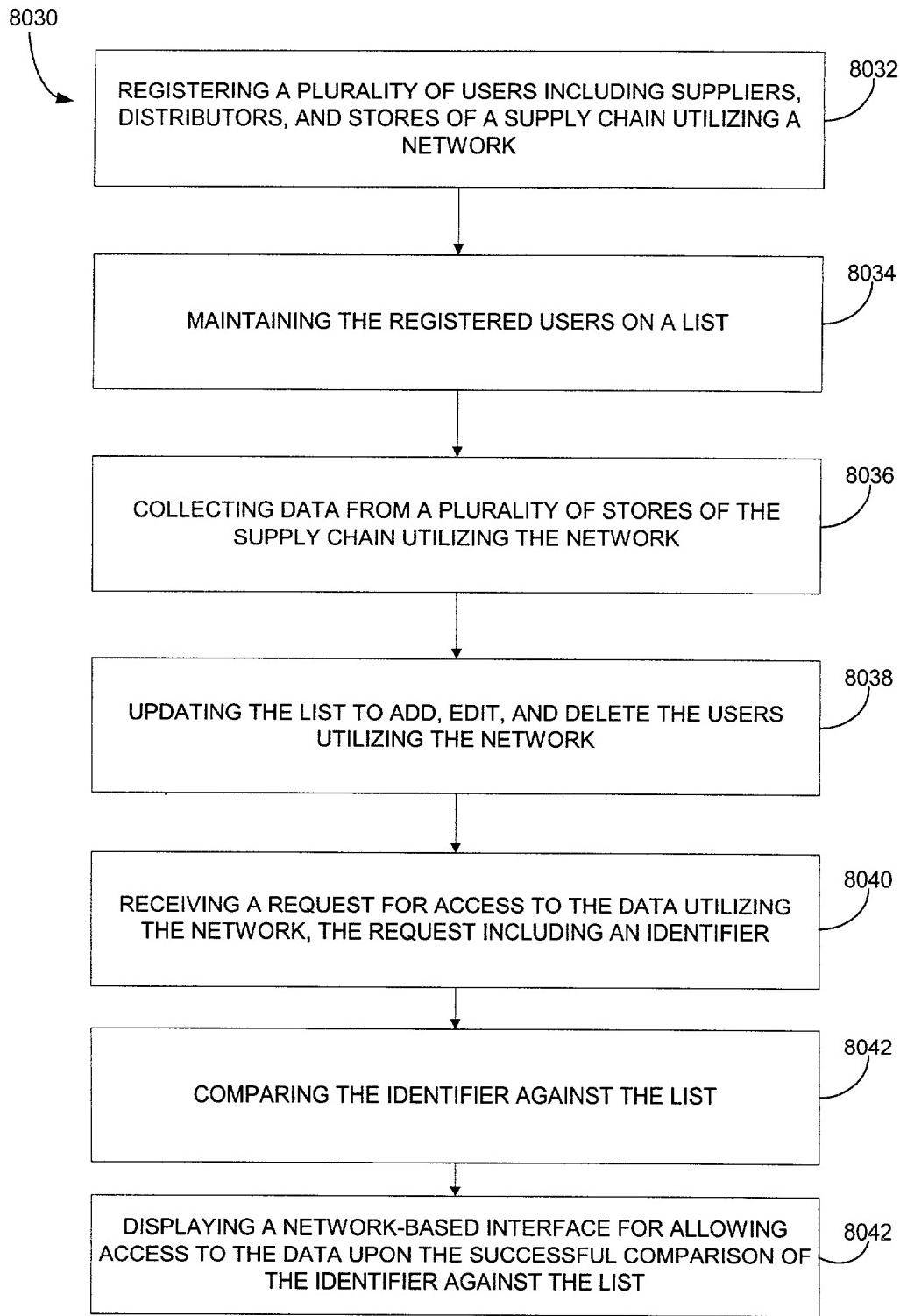


FIG. 80

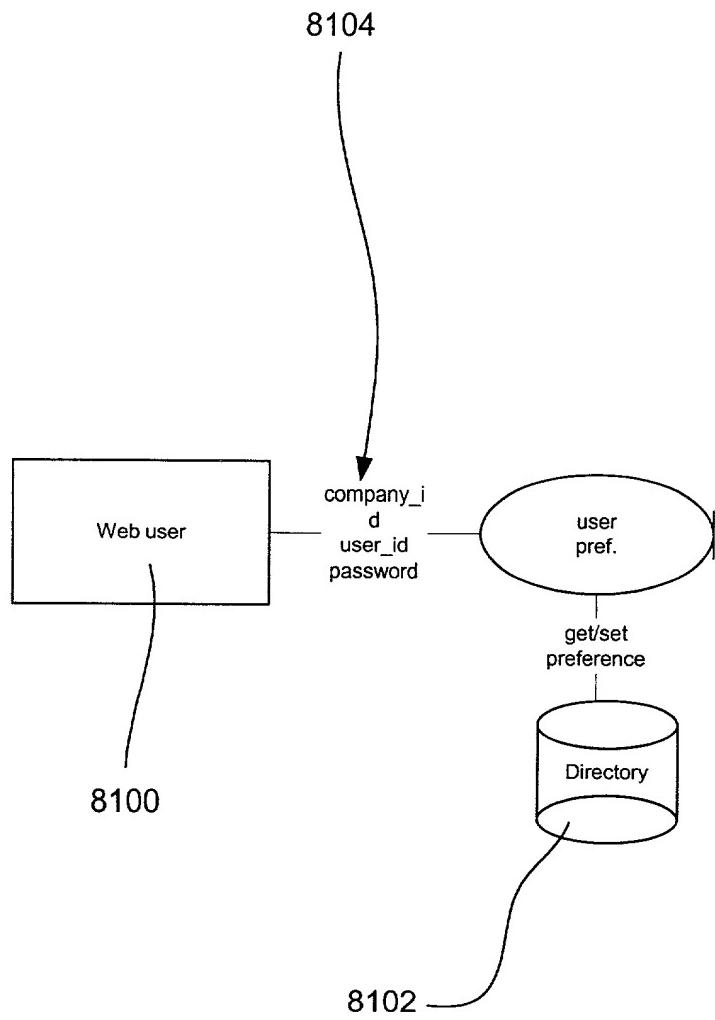
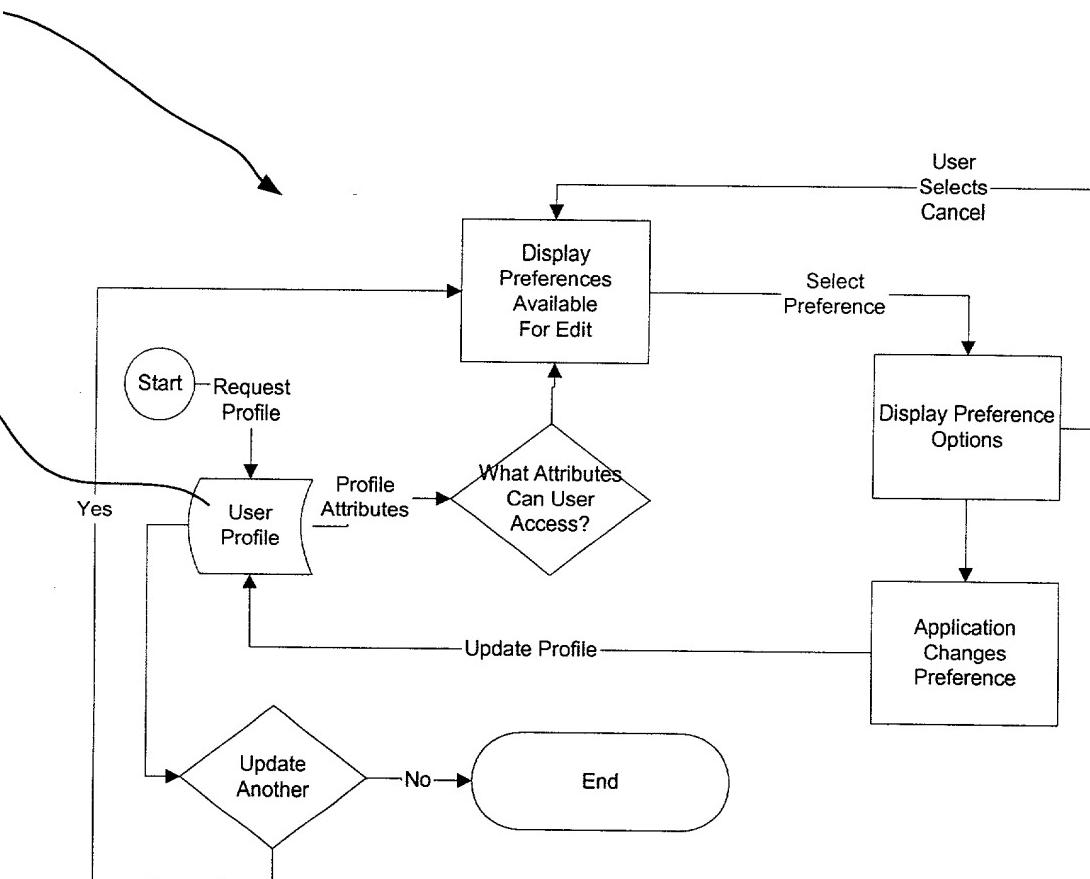


Fig. 81

8200



8202

Fig. 82

8302

8304

8306

8300

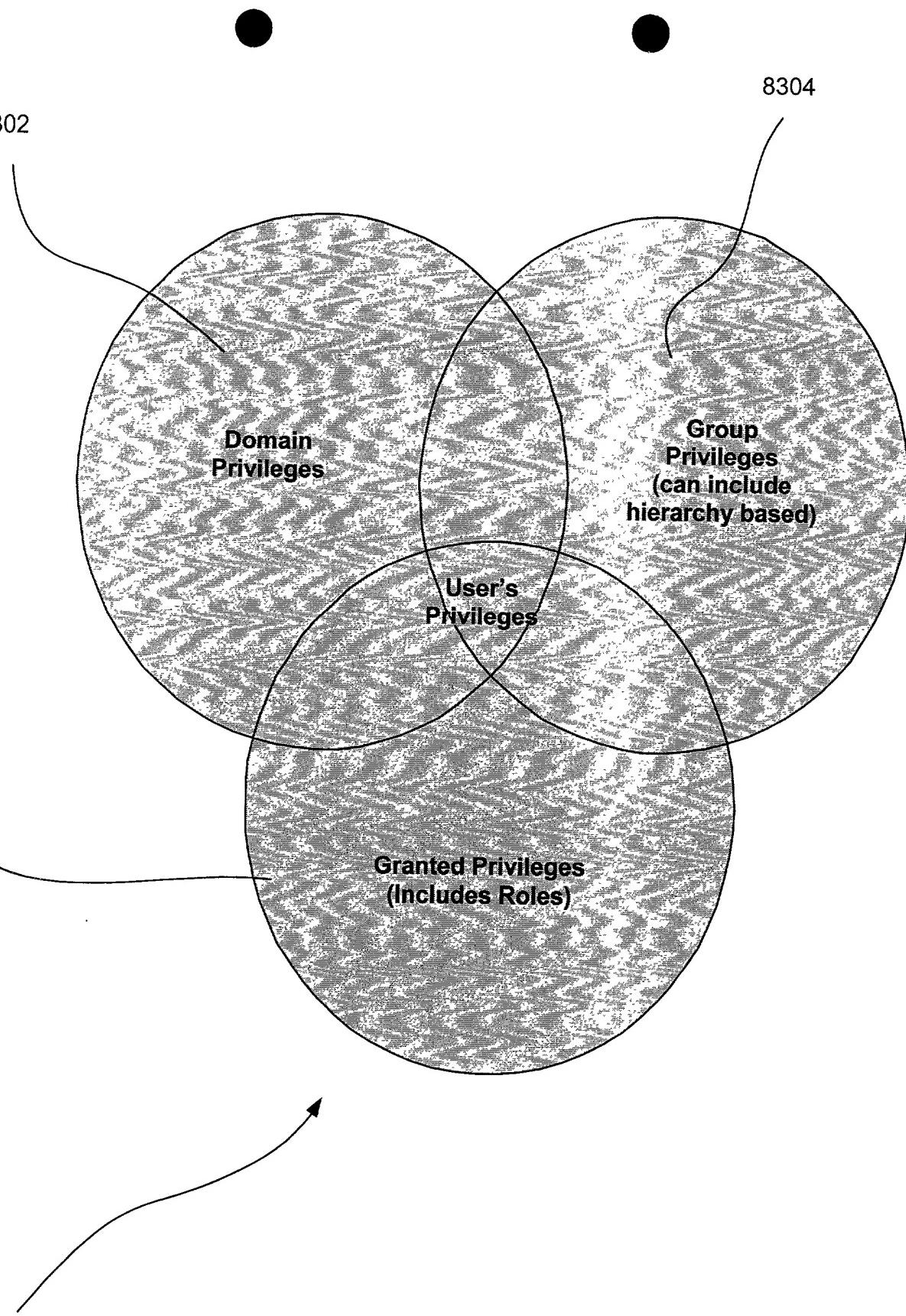


Fig. 83

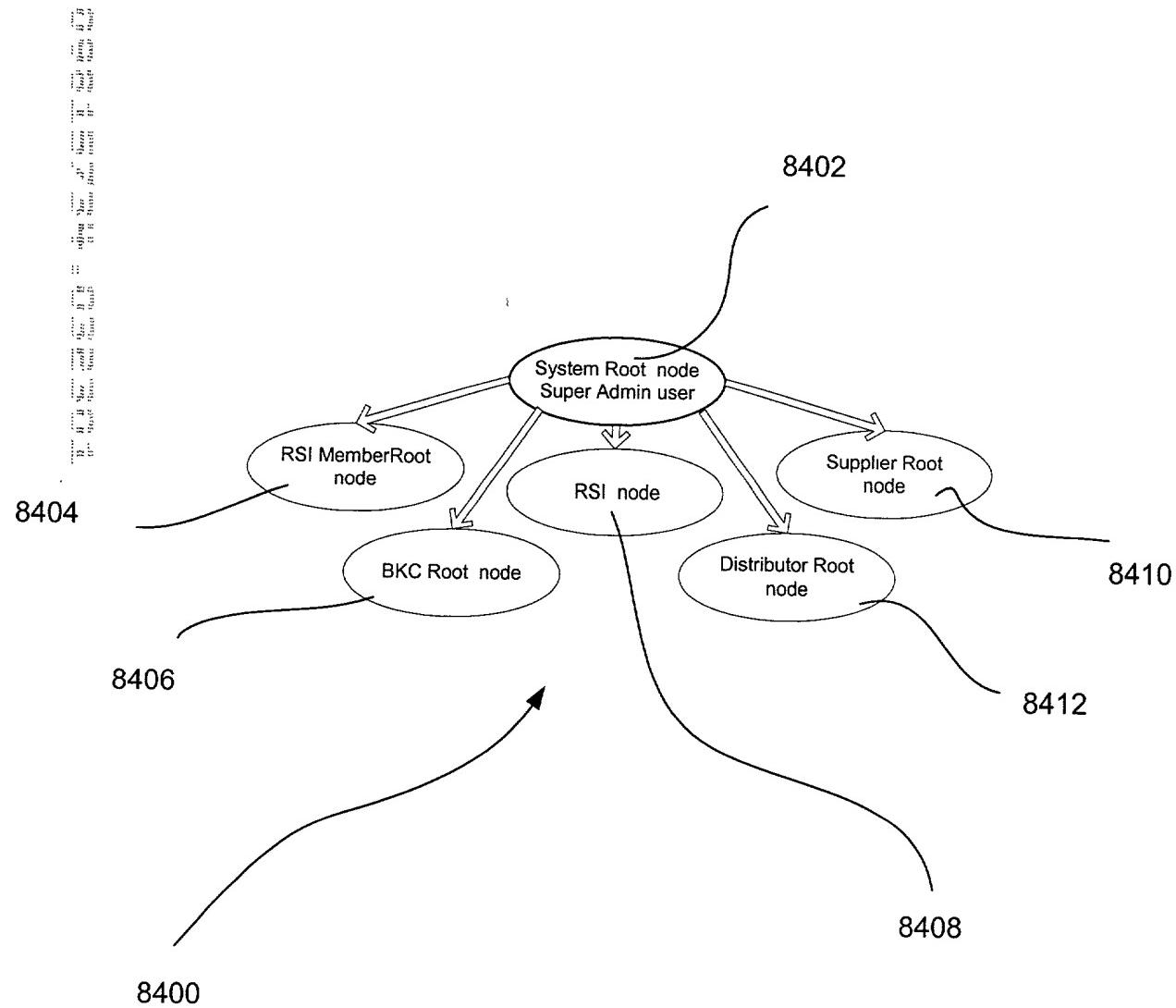


Fig. 84

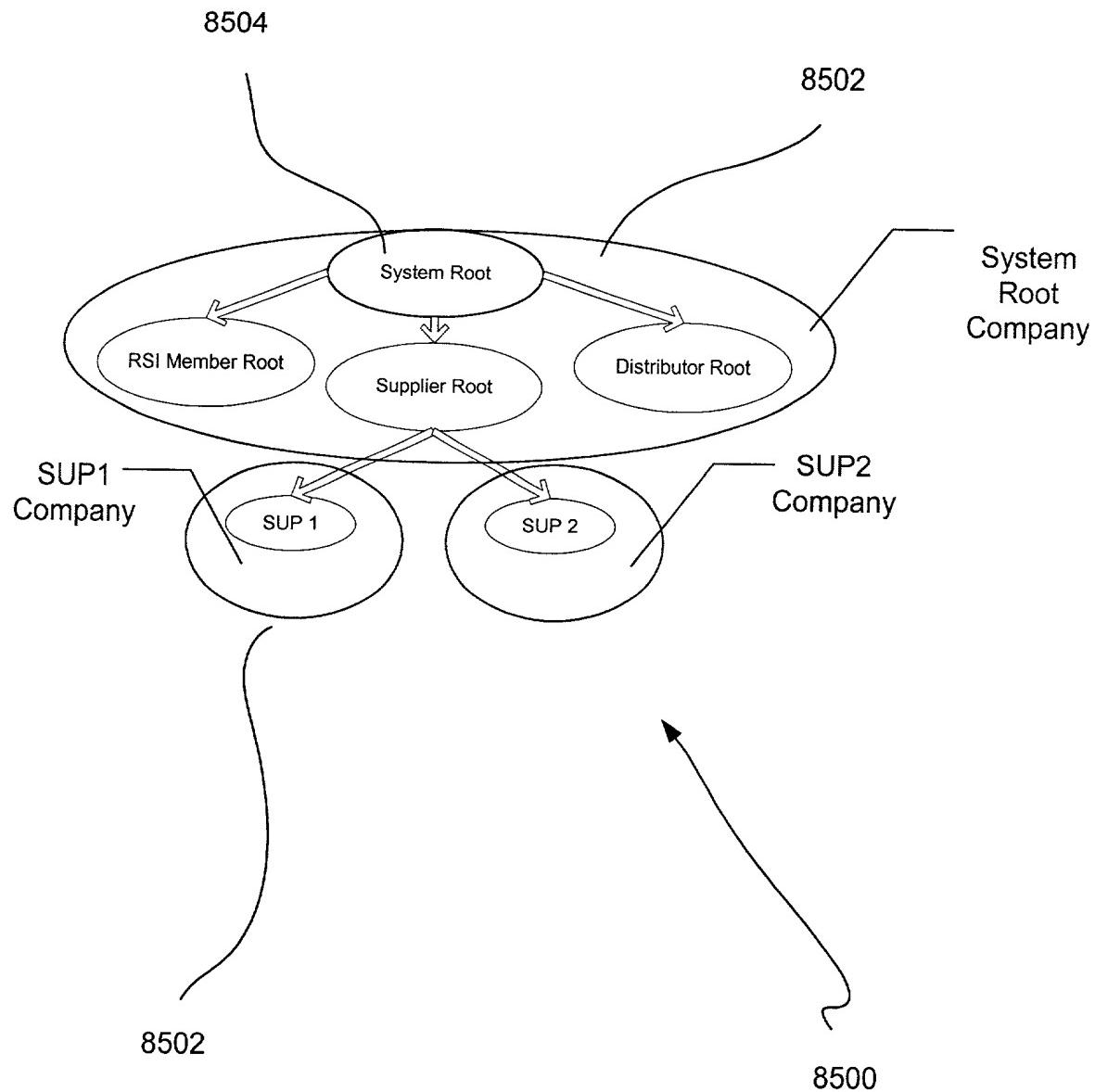
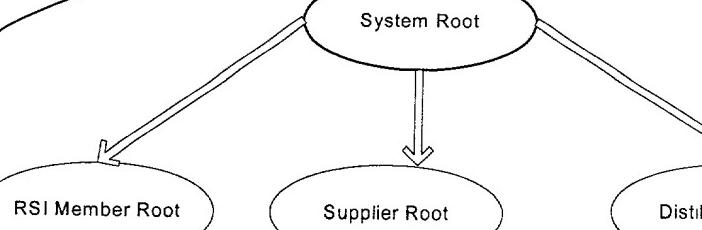


Fig. 85

8600

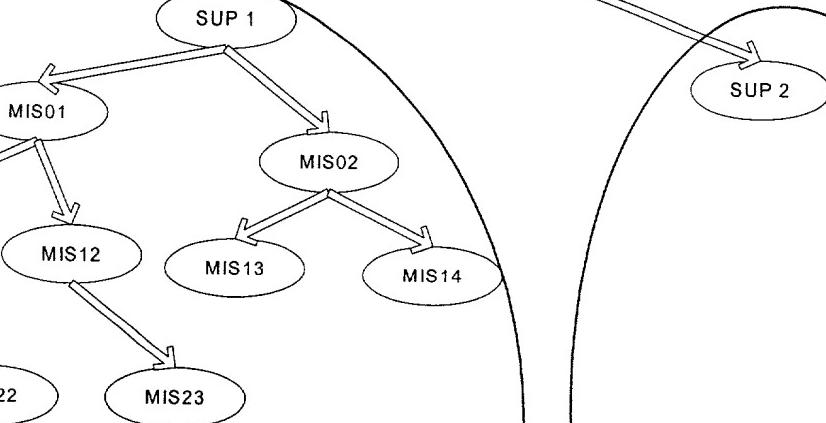
8602

System
Root
Company



SUP1
Company

SUP1
Company



---- Directory Structure

---- Relational Structure

Fig. 86

8700

Group Hierarchy Management: Data Flow

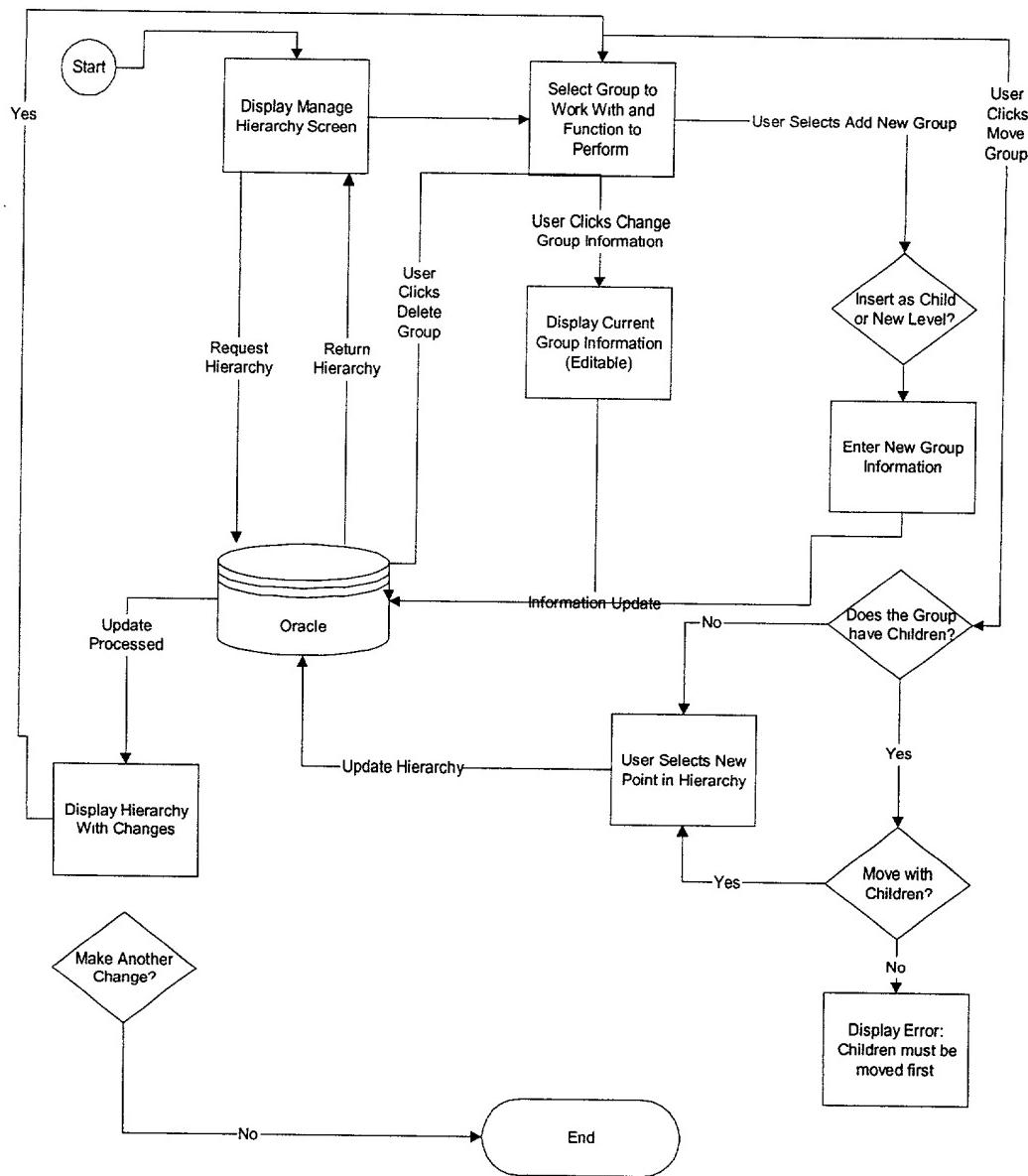


Fig. 87

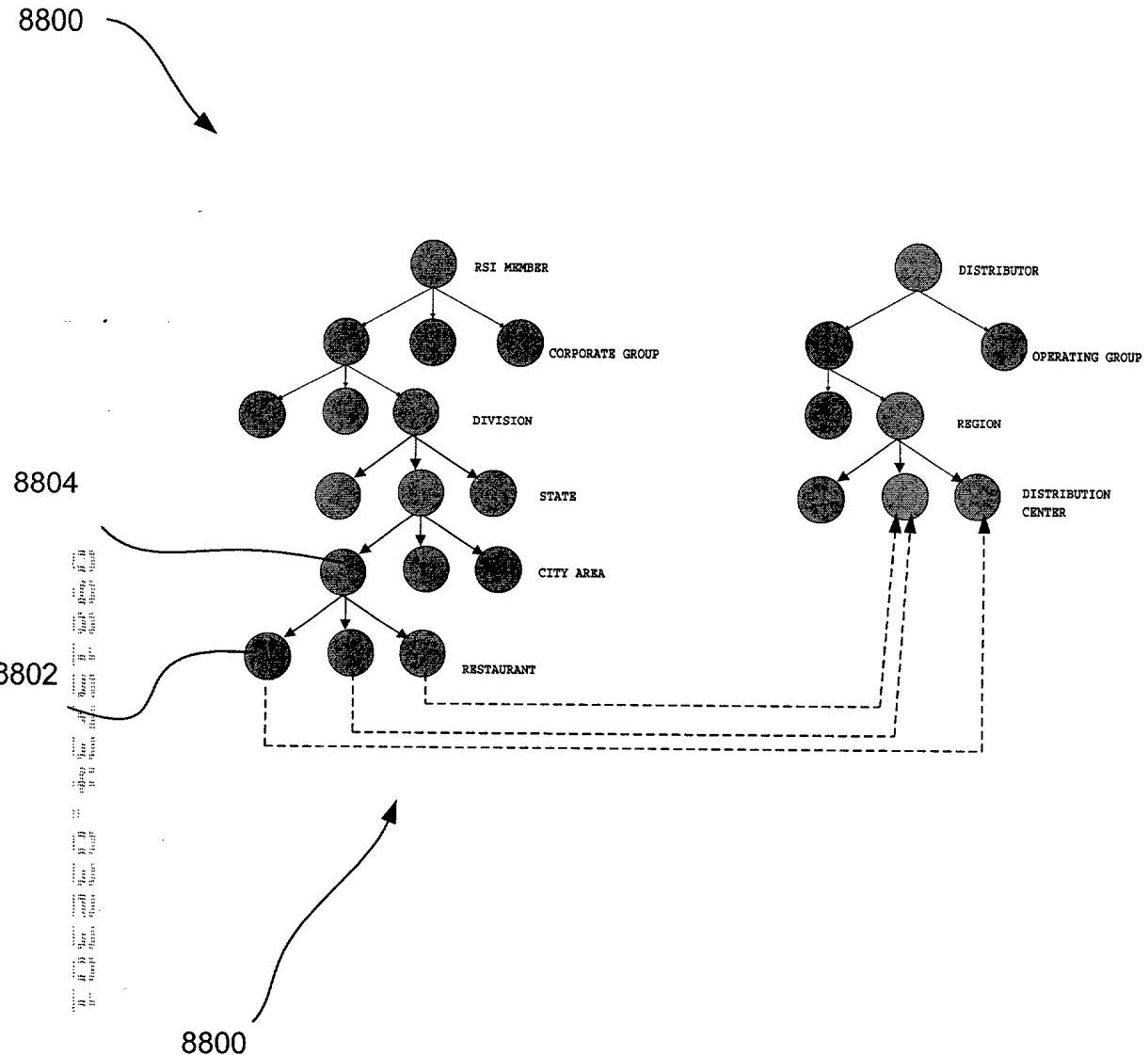


Fig. 88

8902

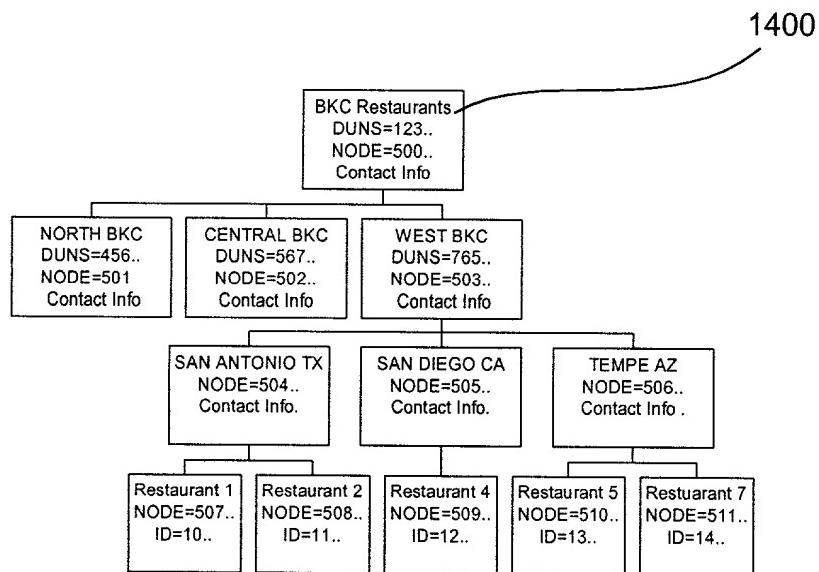


Fig. 89

9000

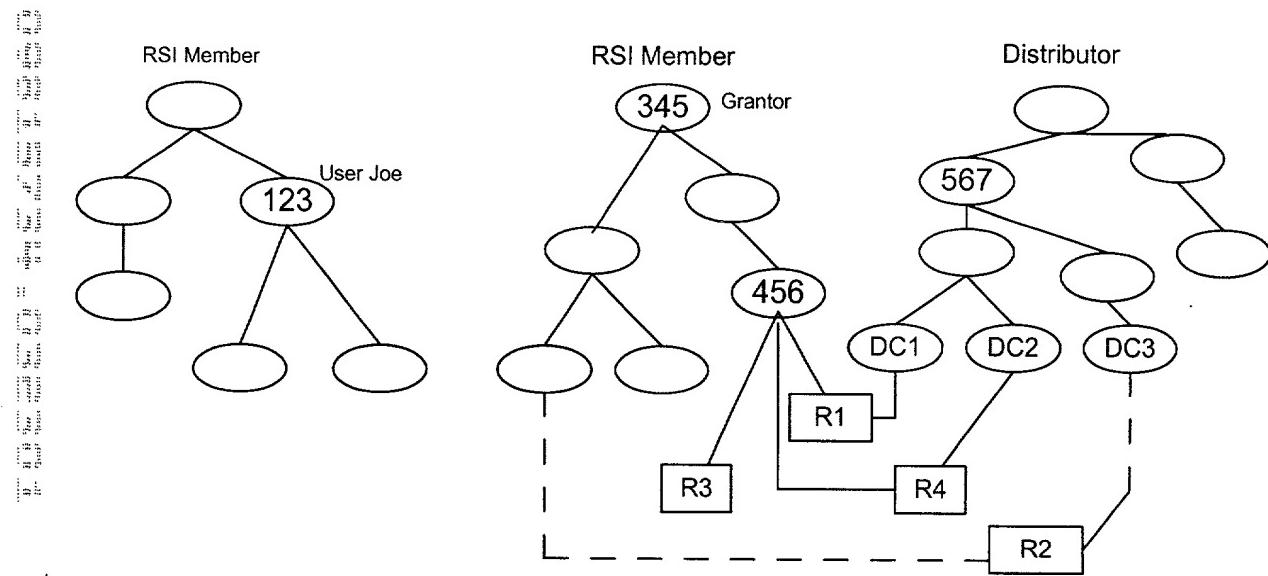


FIG. 90

9100

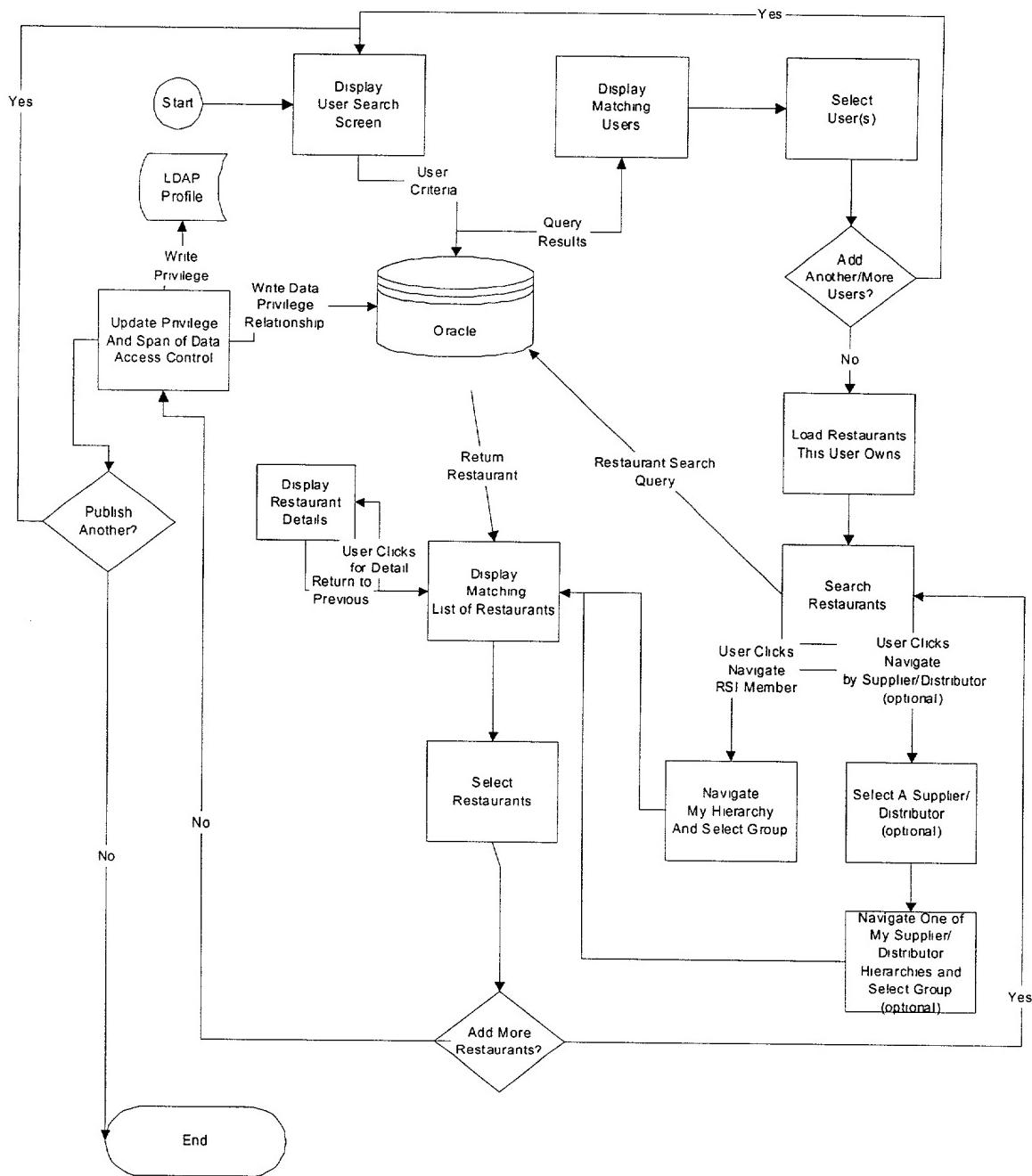


Fig. 91

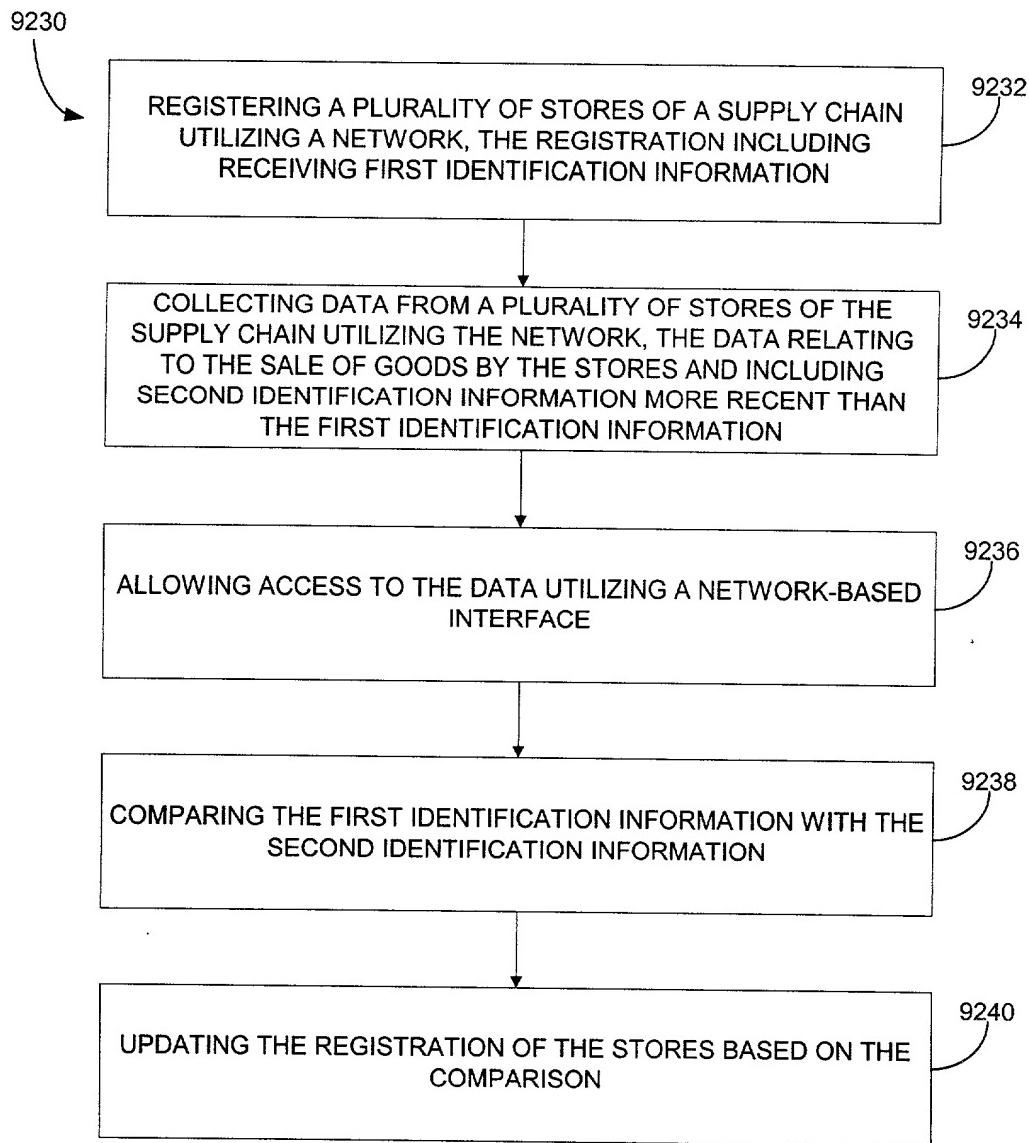


FIG. 92

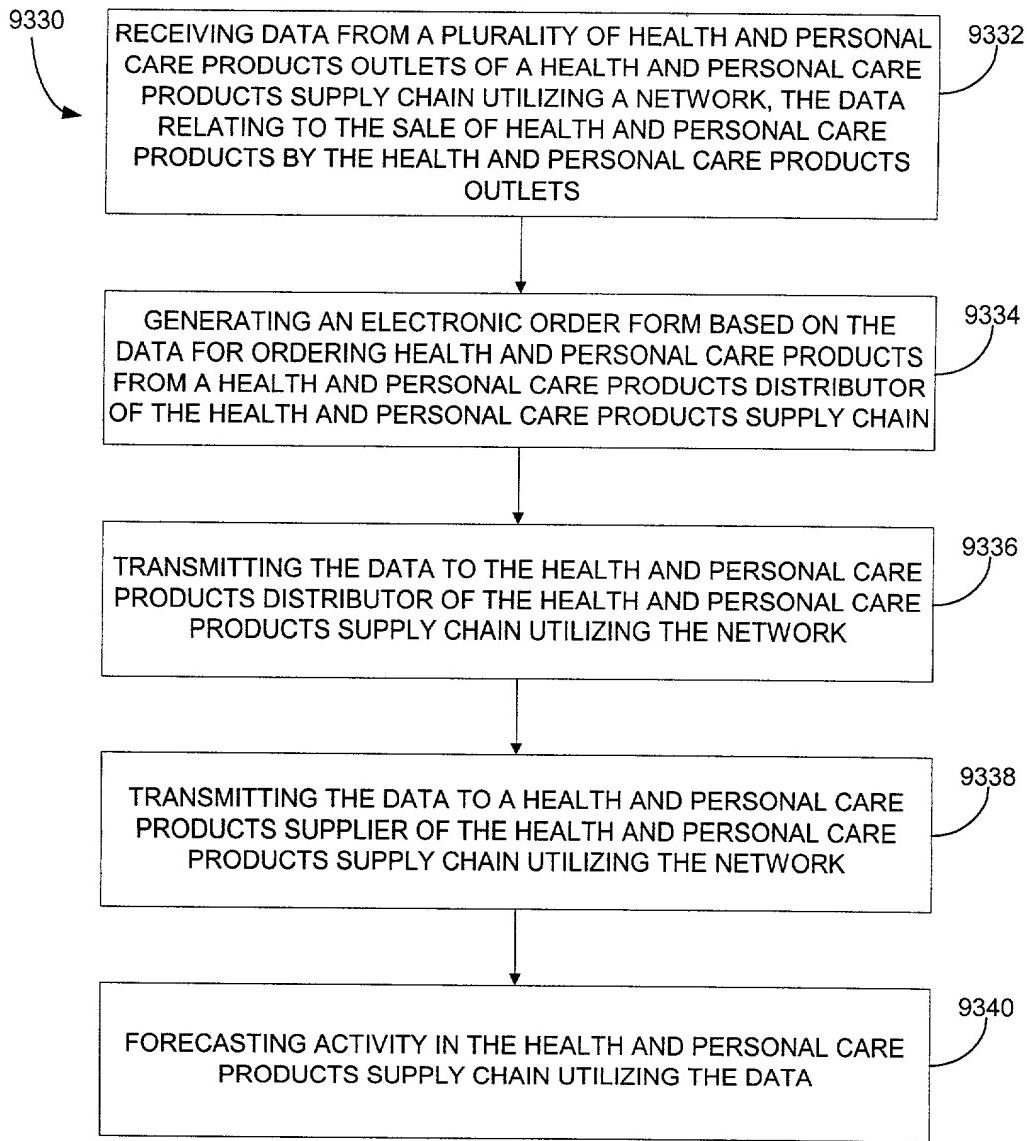


FIG. 93

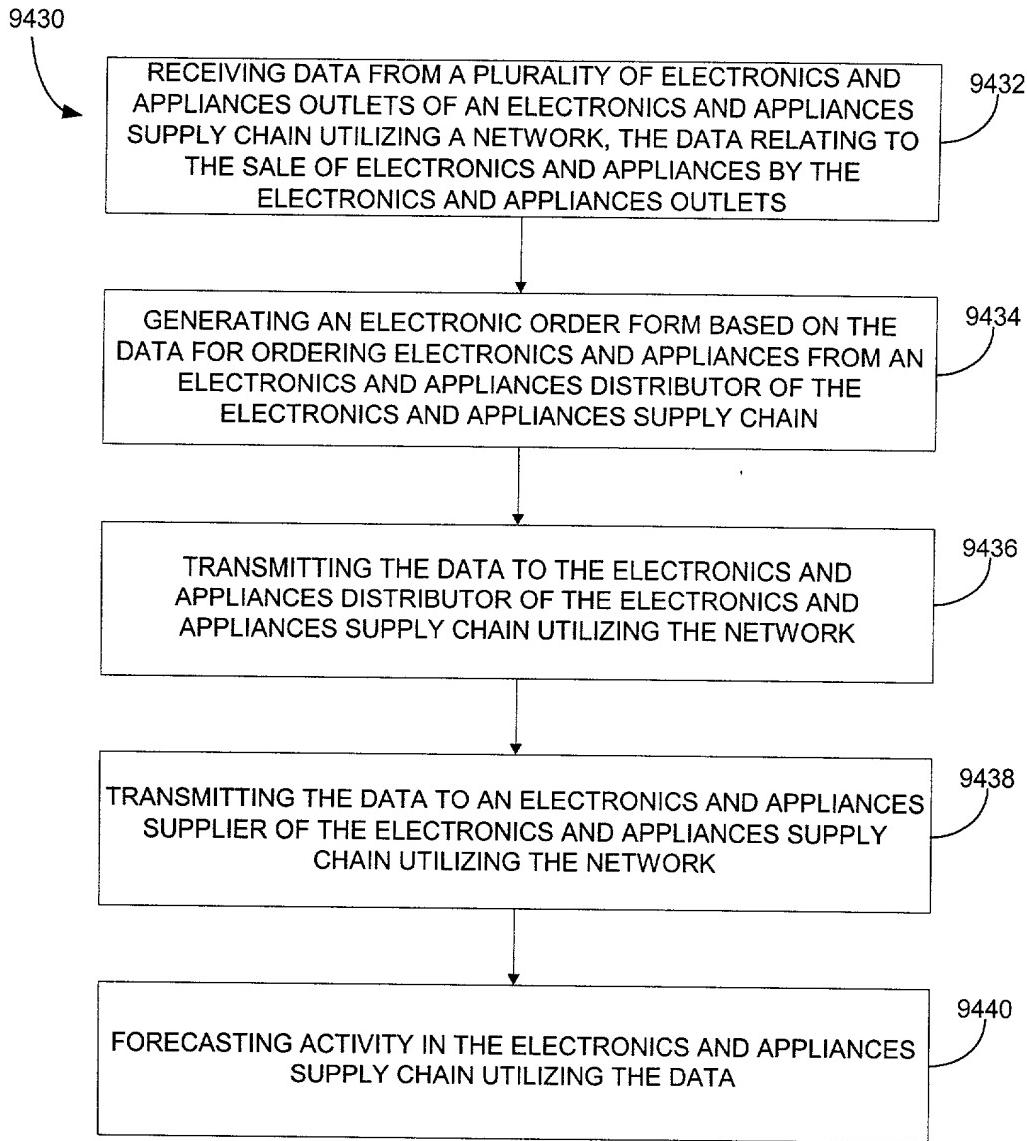


FIG. 94

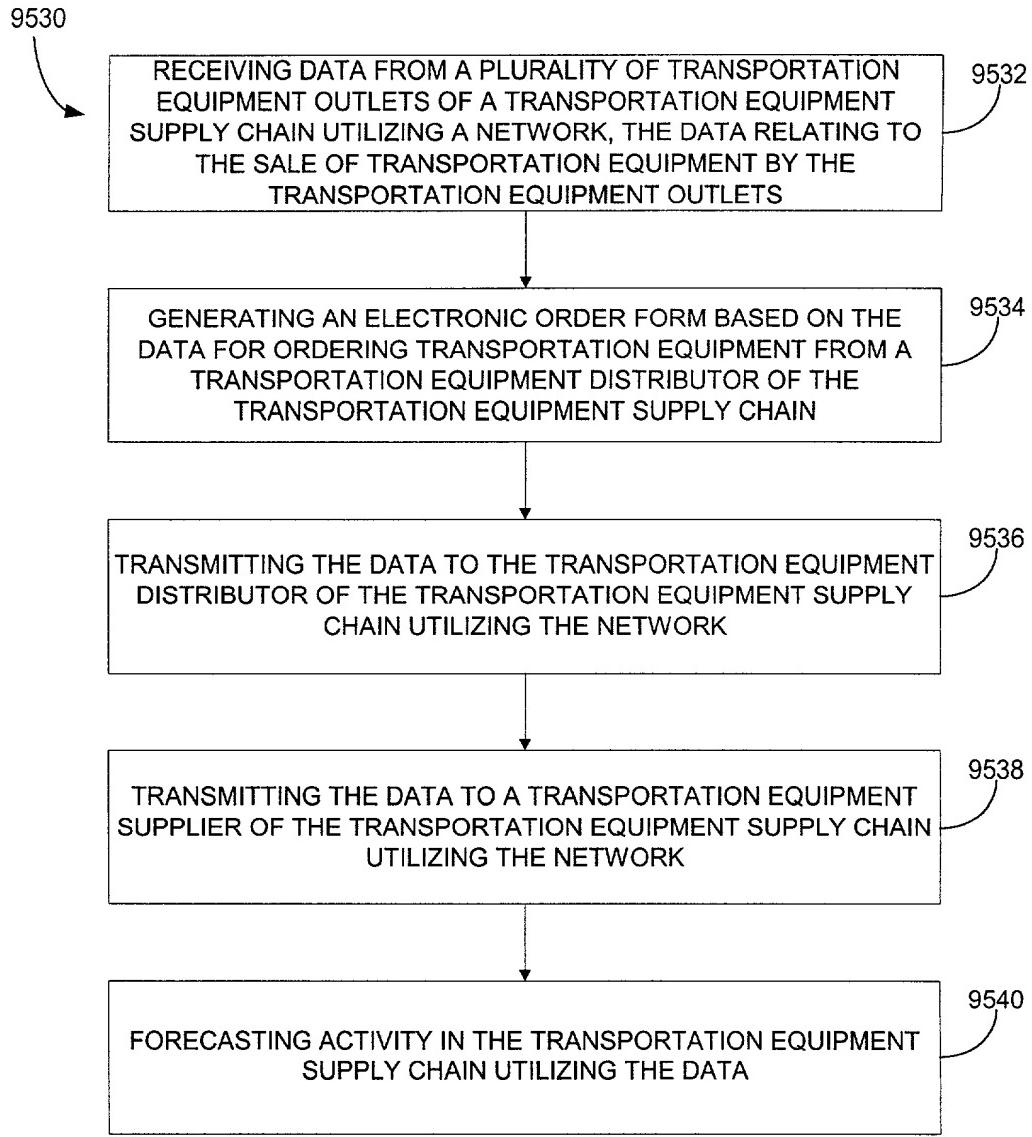


FIG. 95

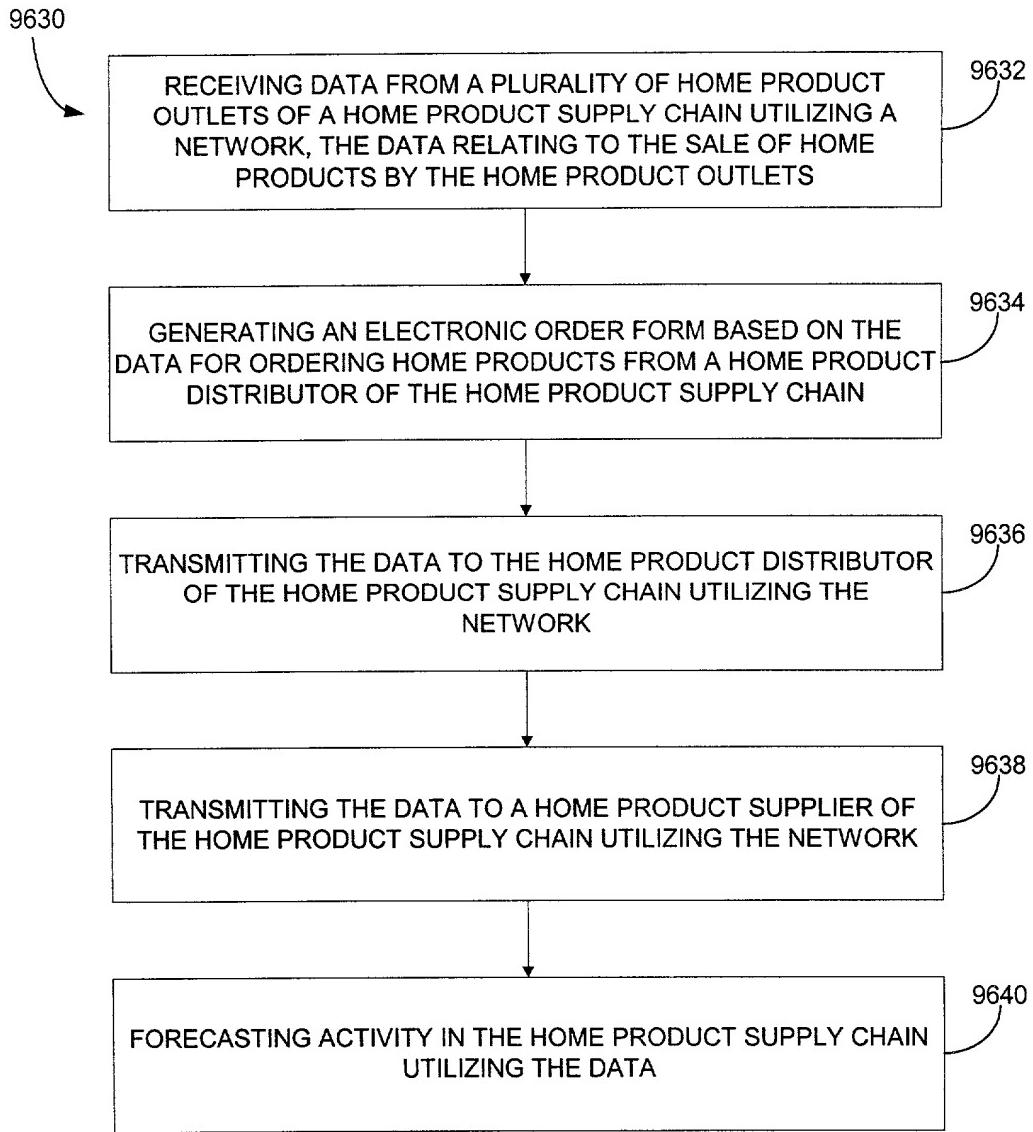


FIG. 96

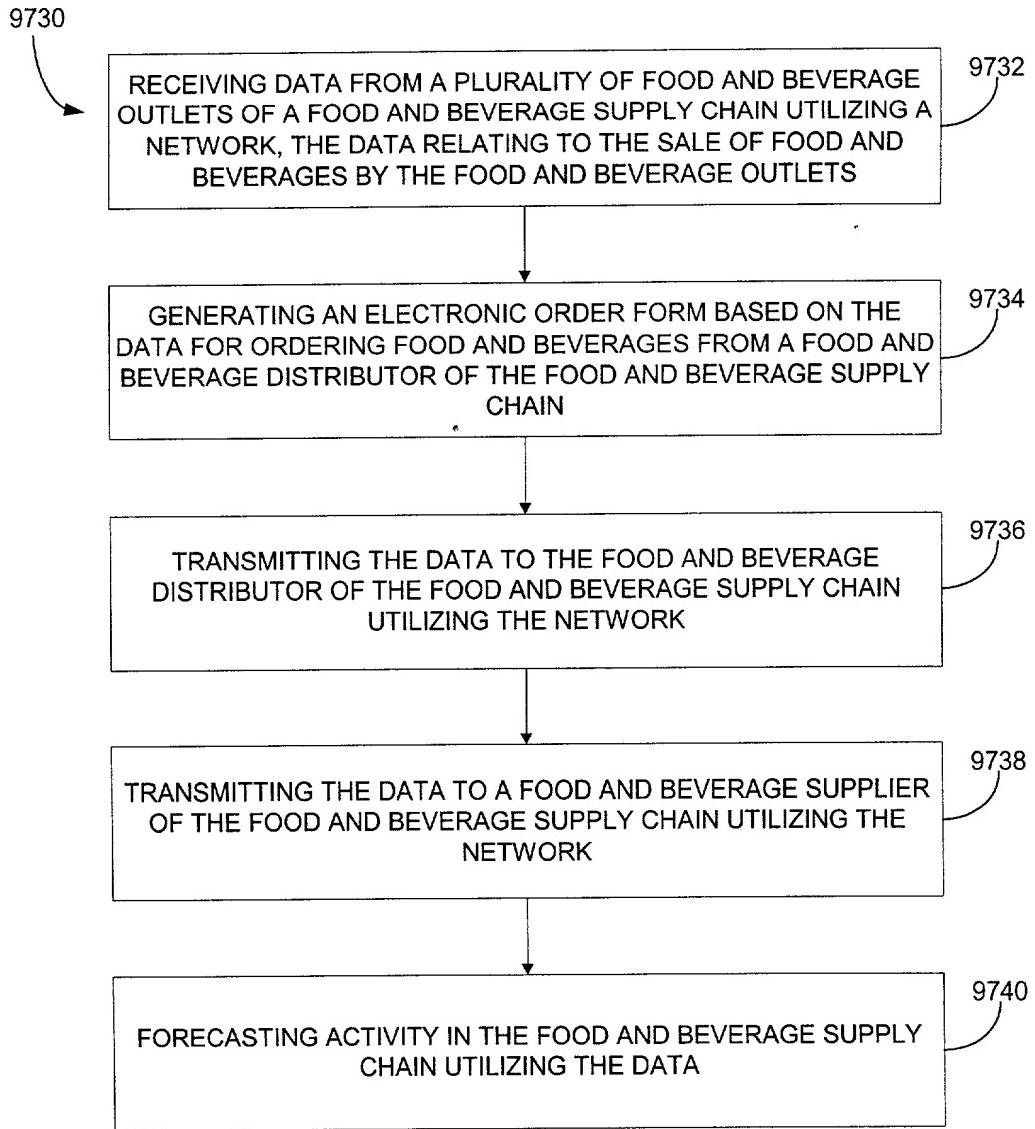


FIG. 97

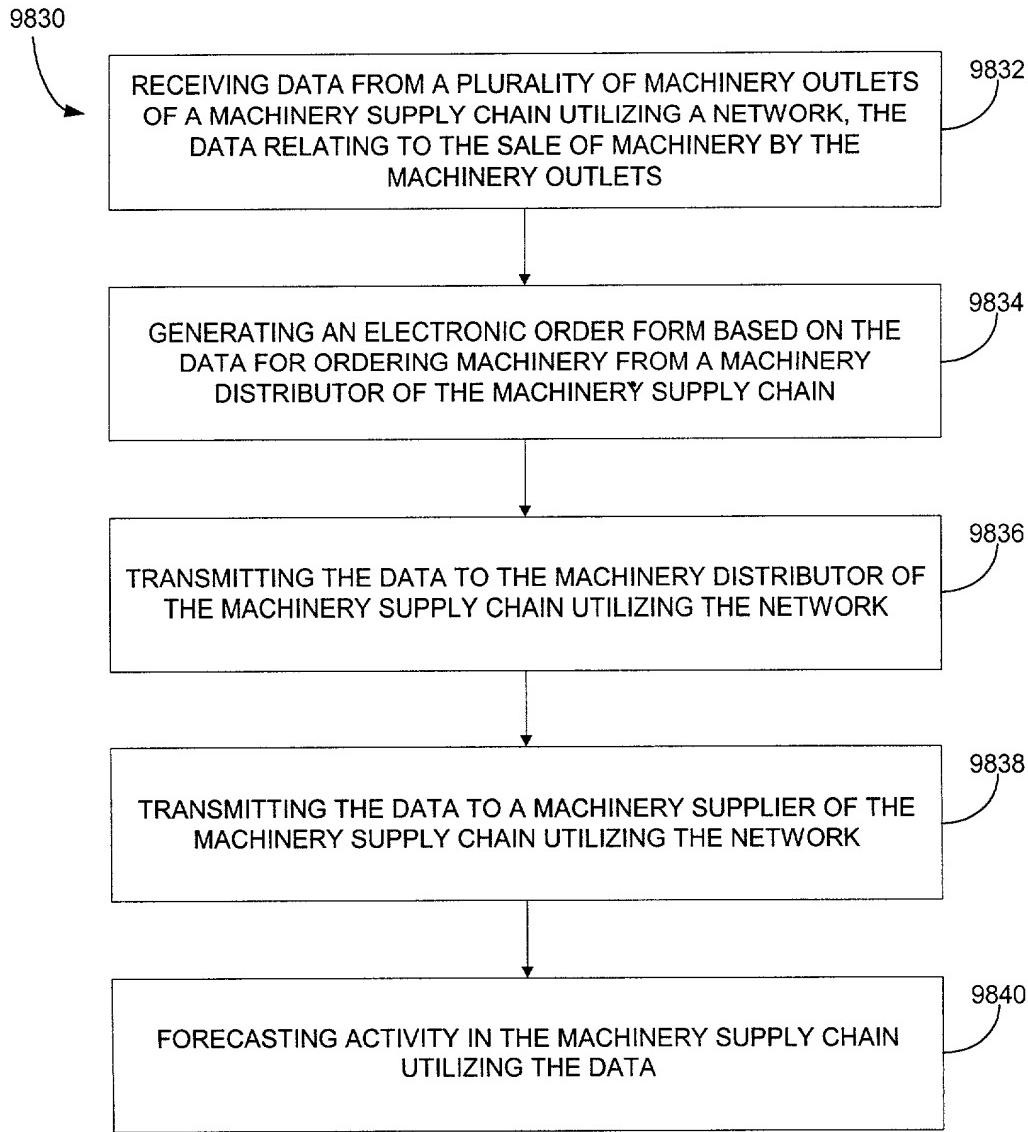


FIG. 98

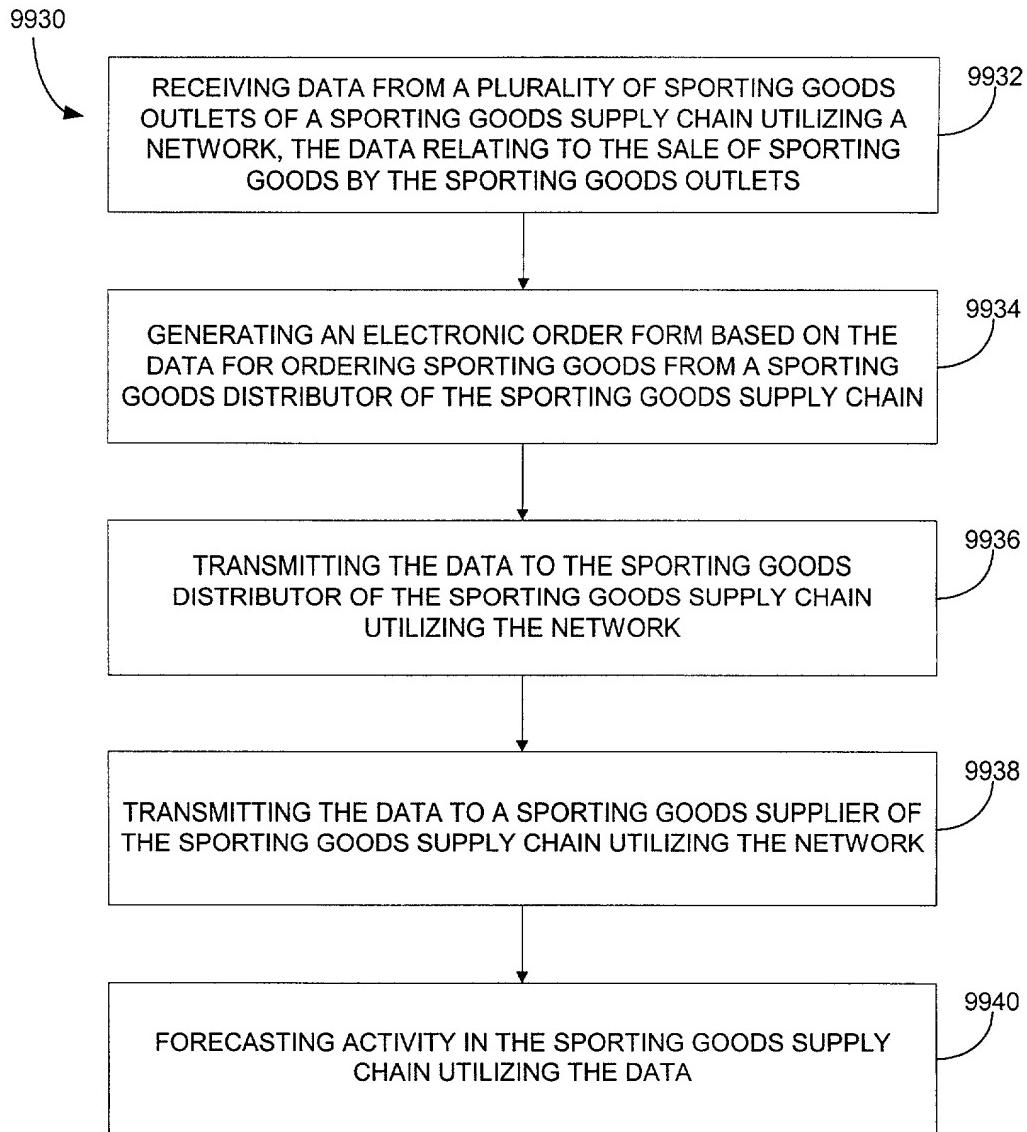


FIG. 99

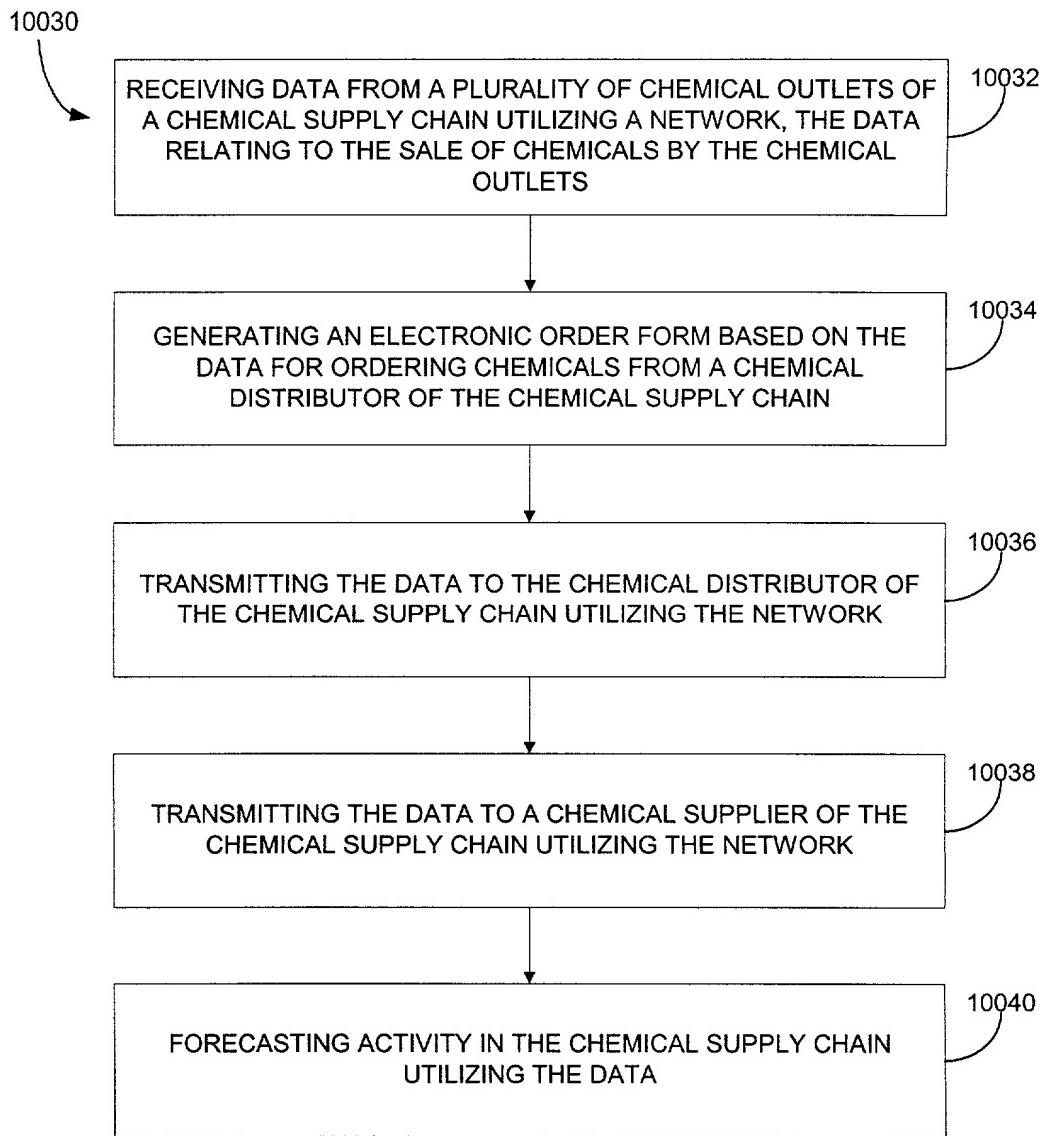


FIG. 100

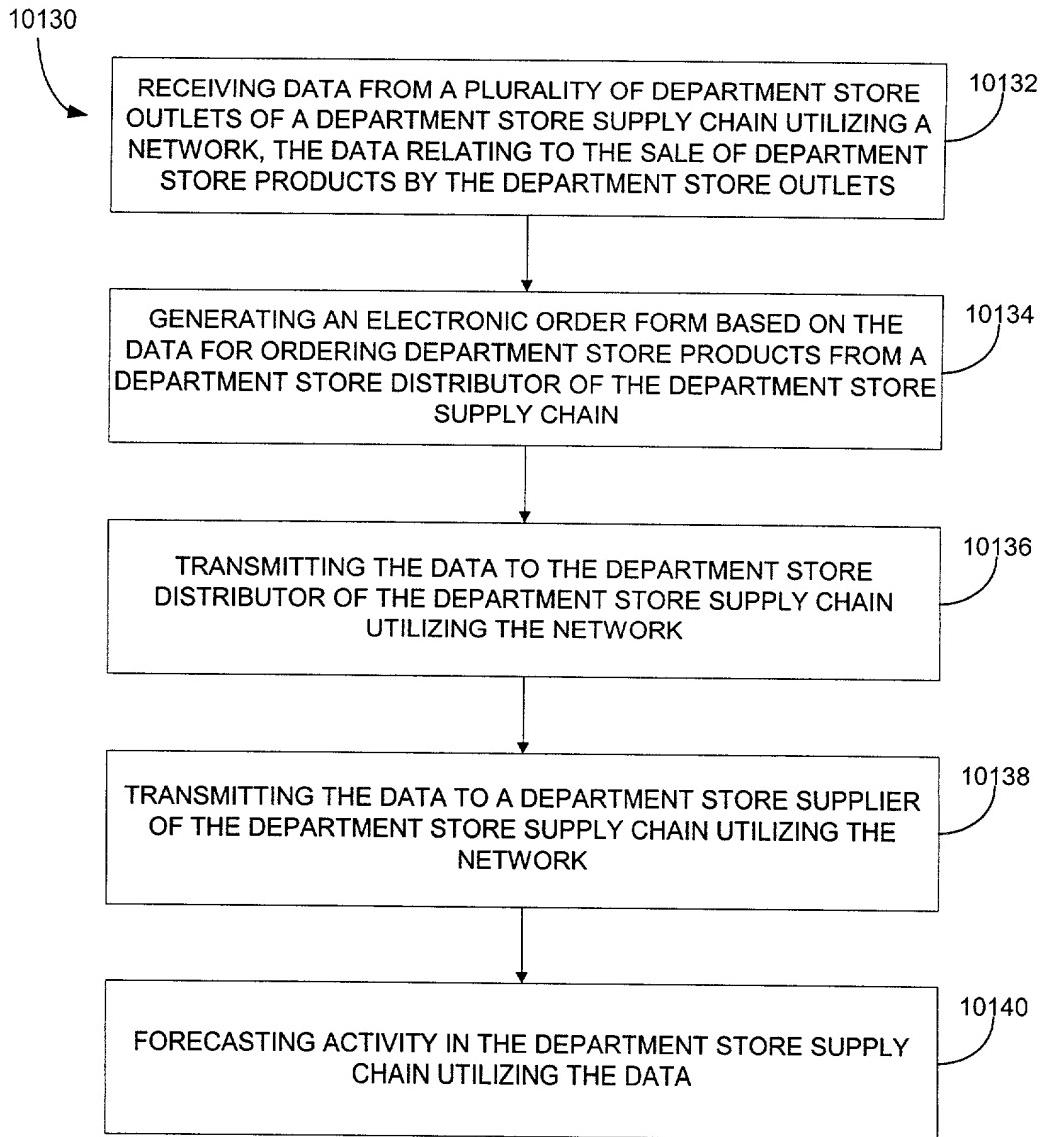


FIG. 101

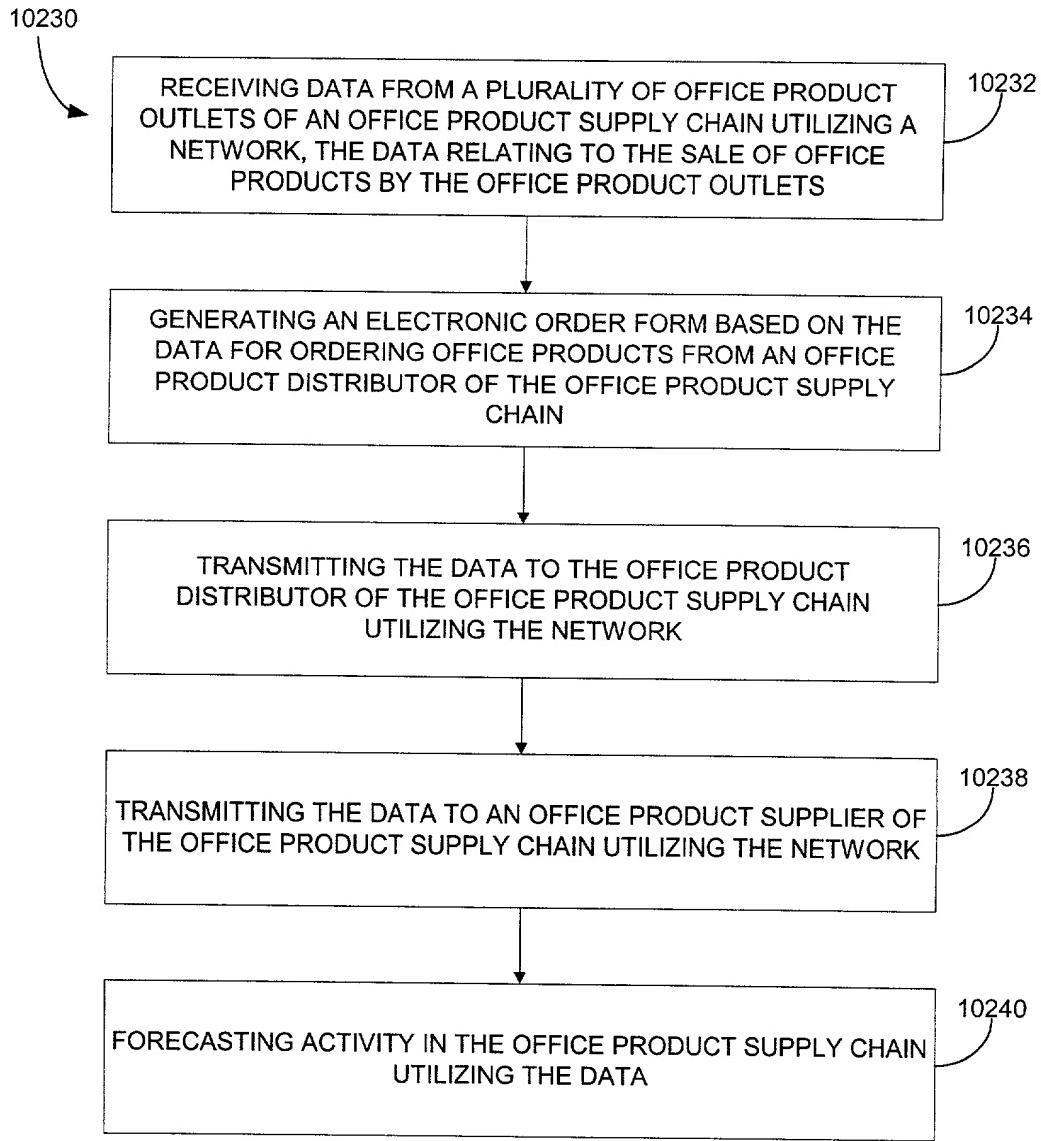


FIG. 102A

10260

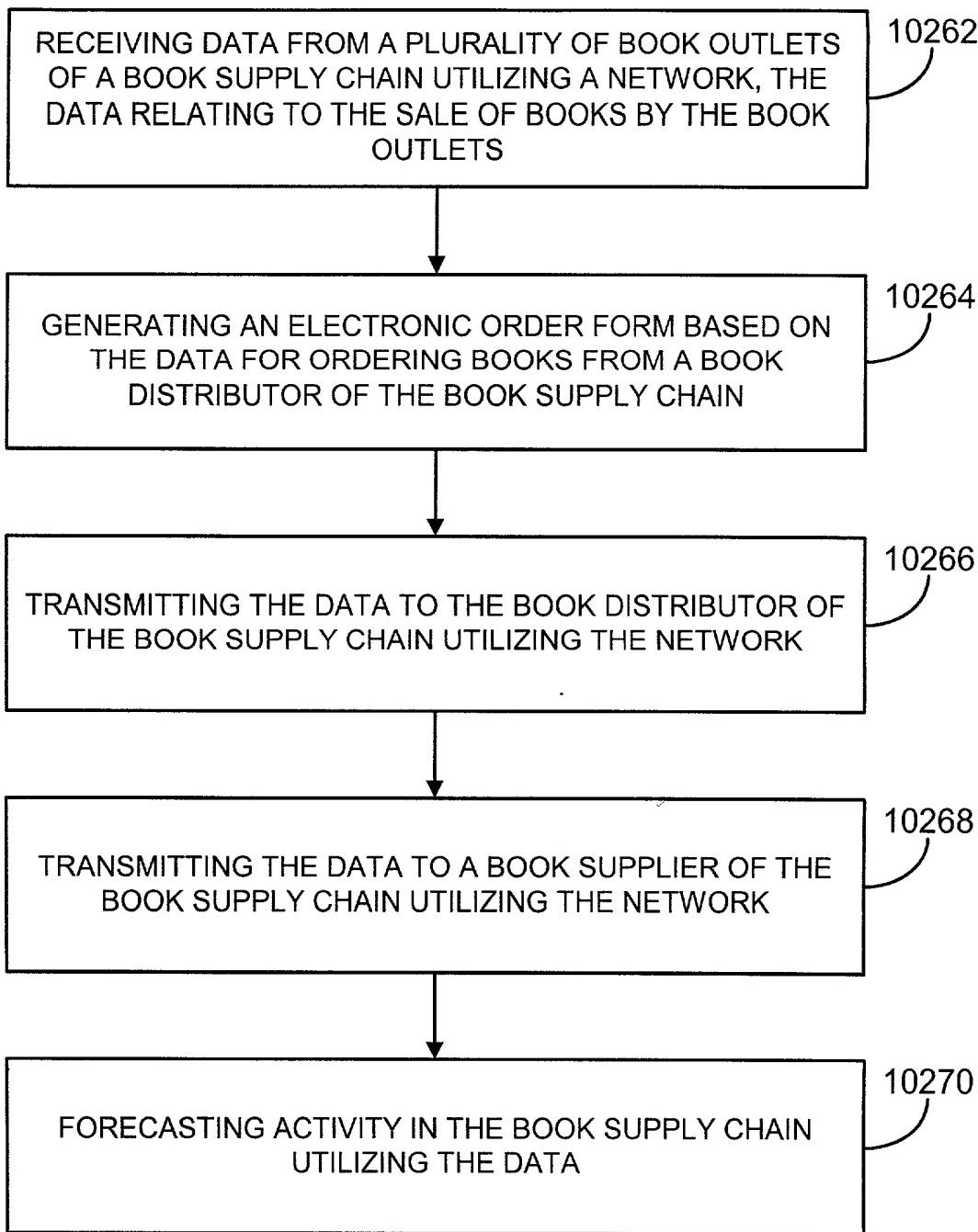


FIG. 102B

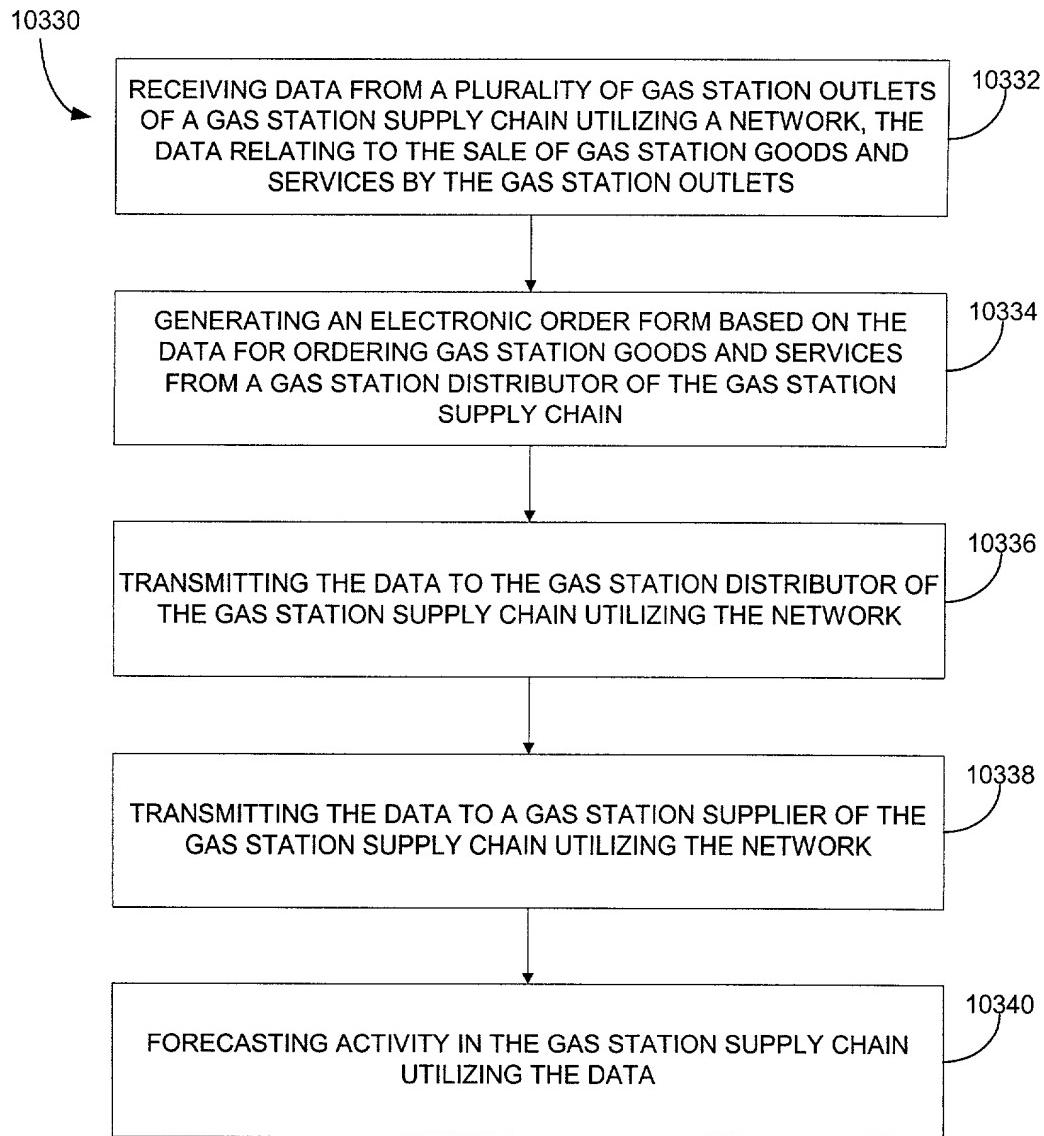


FIG. 103

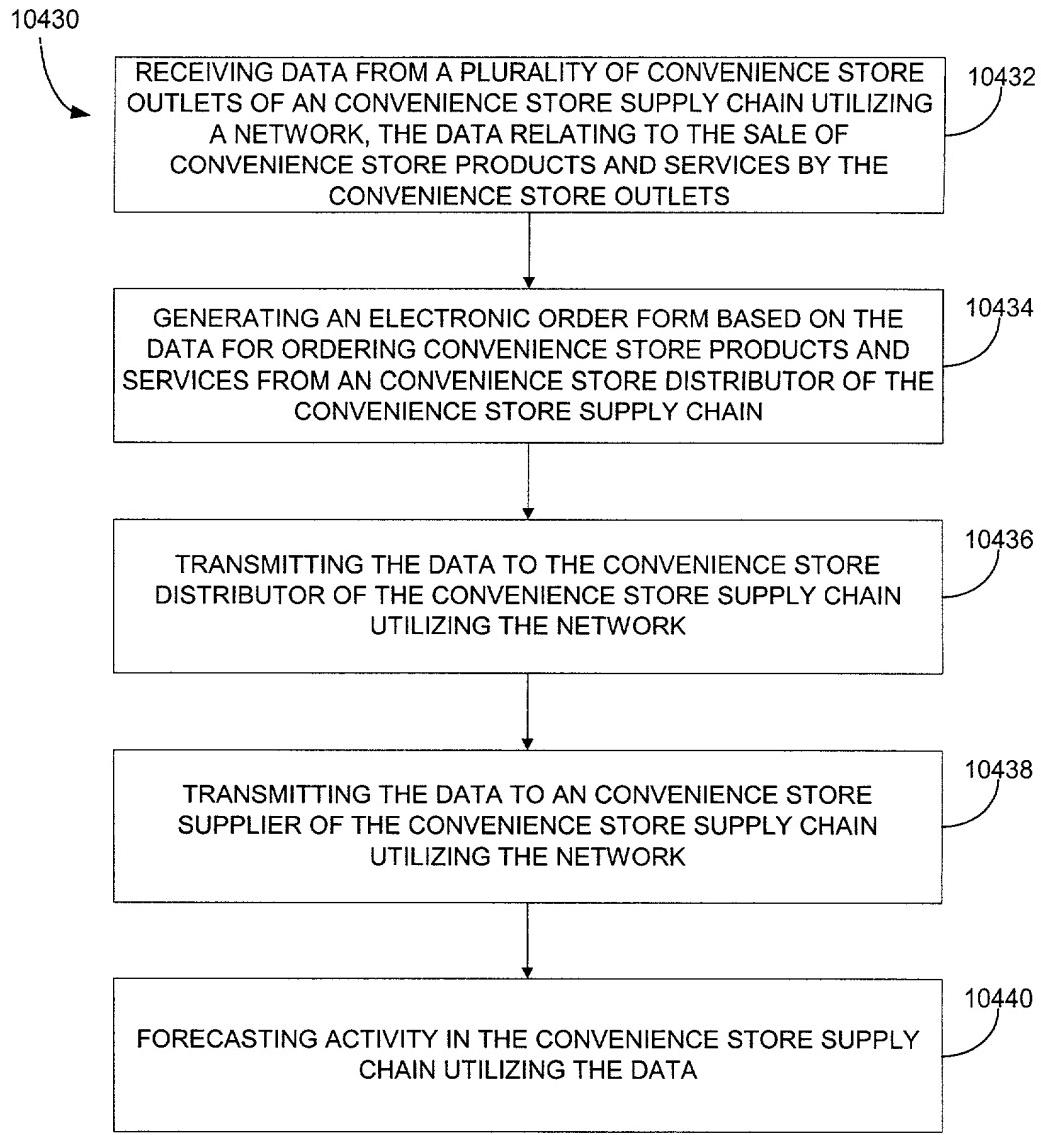


FIG. 104A

10460

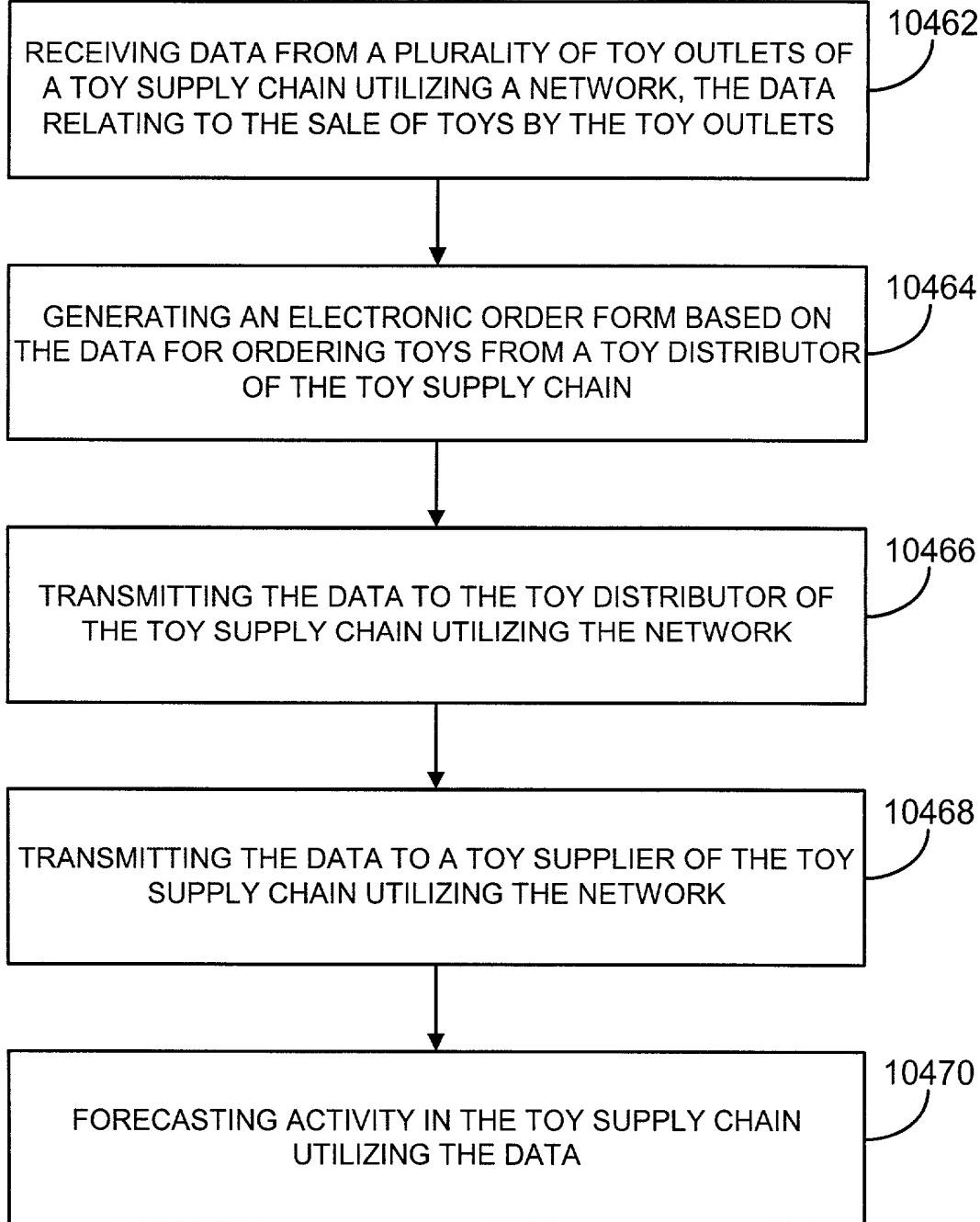


FIG. 104B

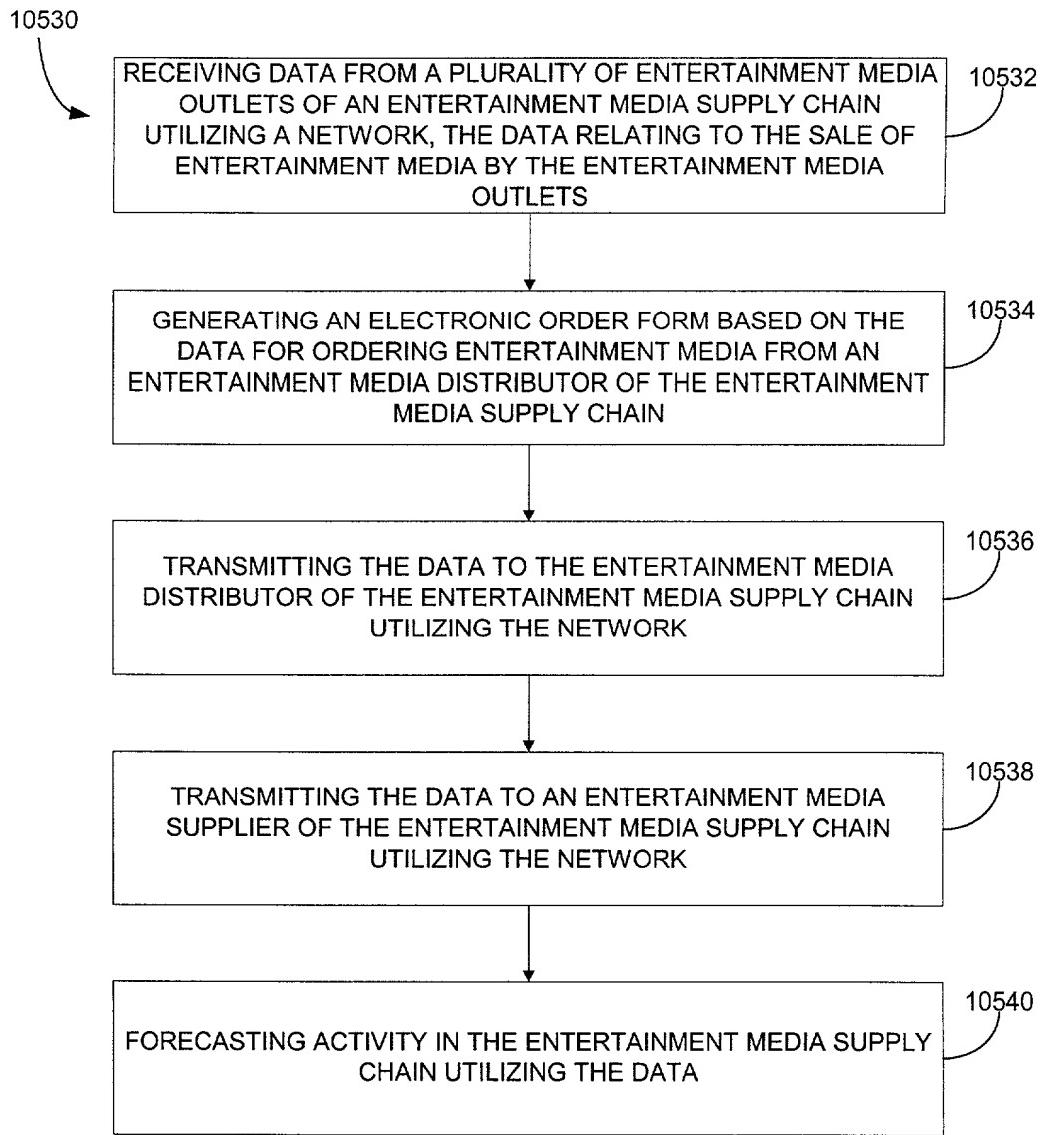


FIG. 105

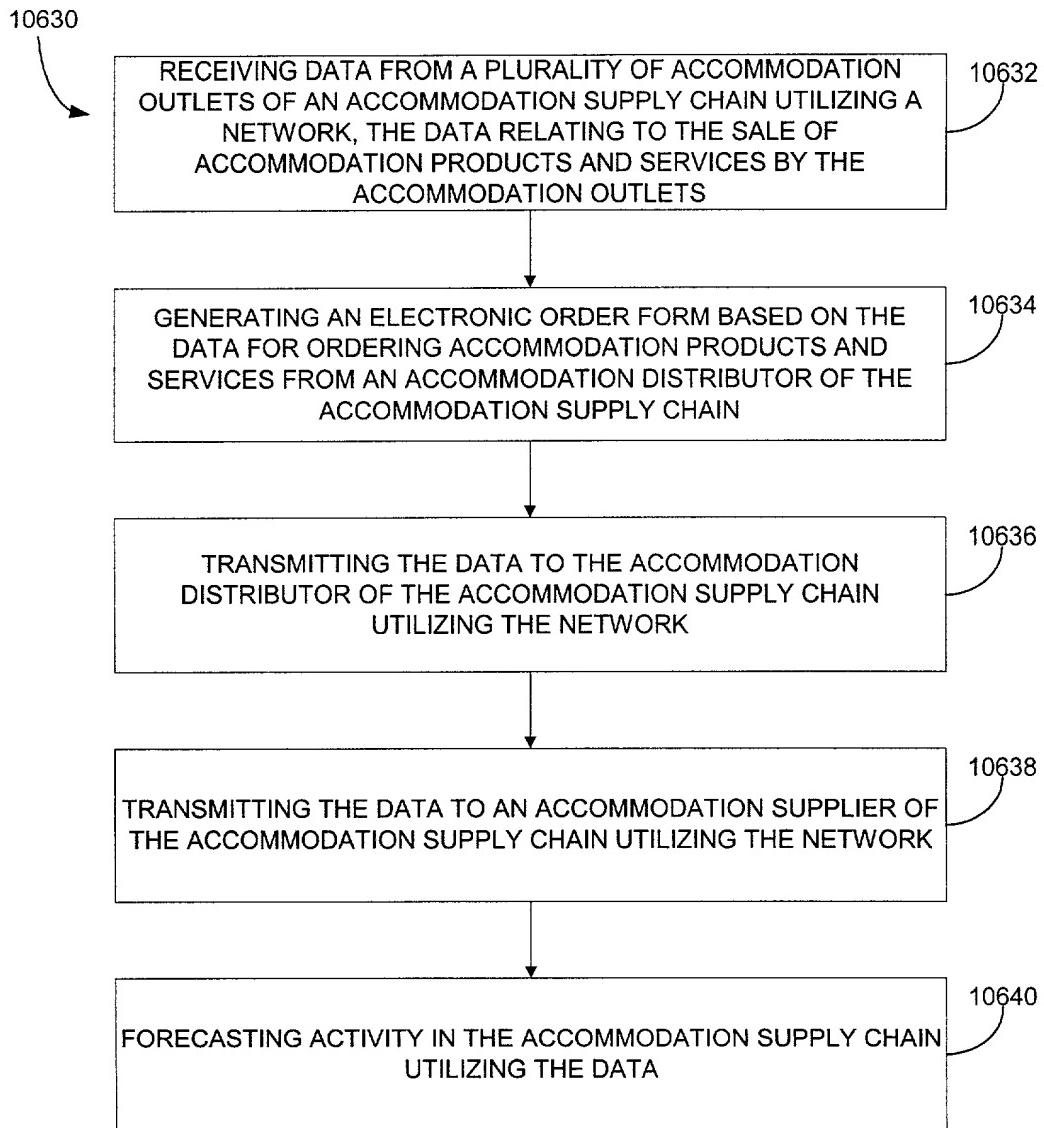


FIG. 106

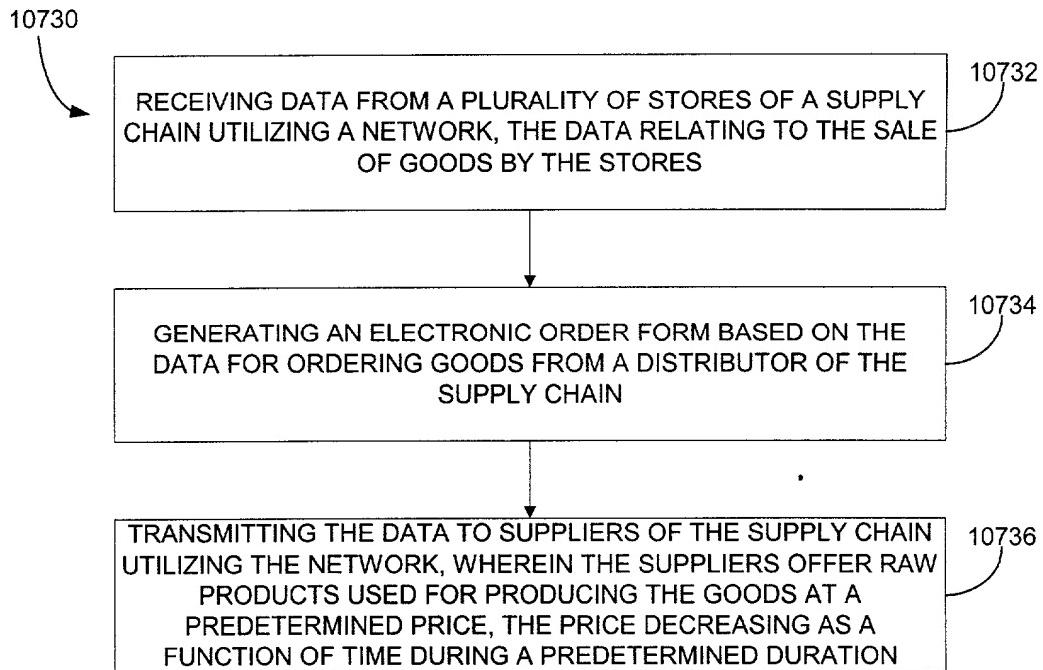


FIG. 107

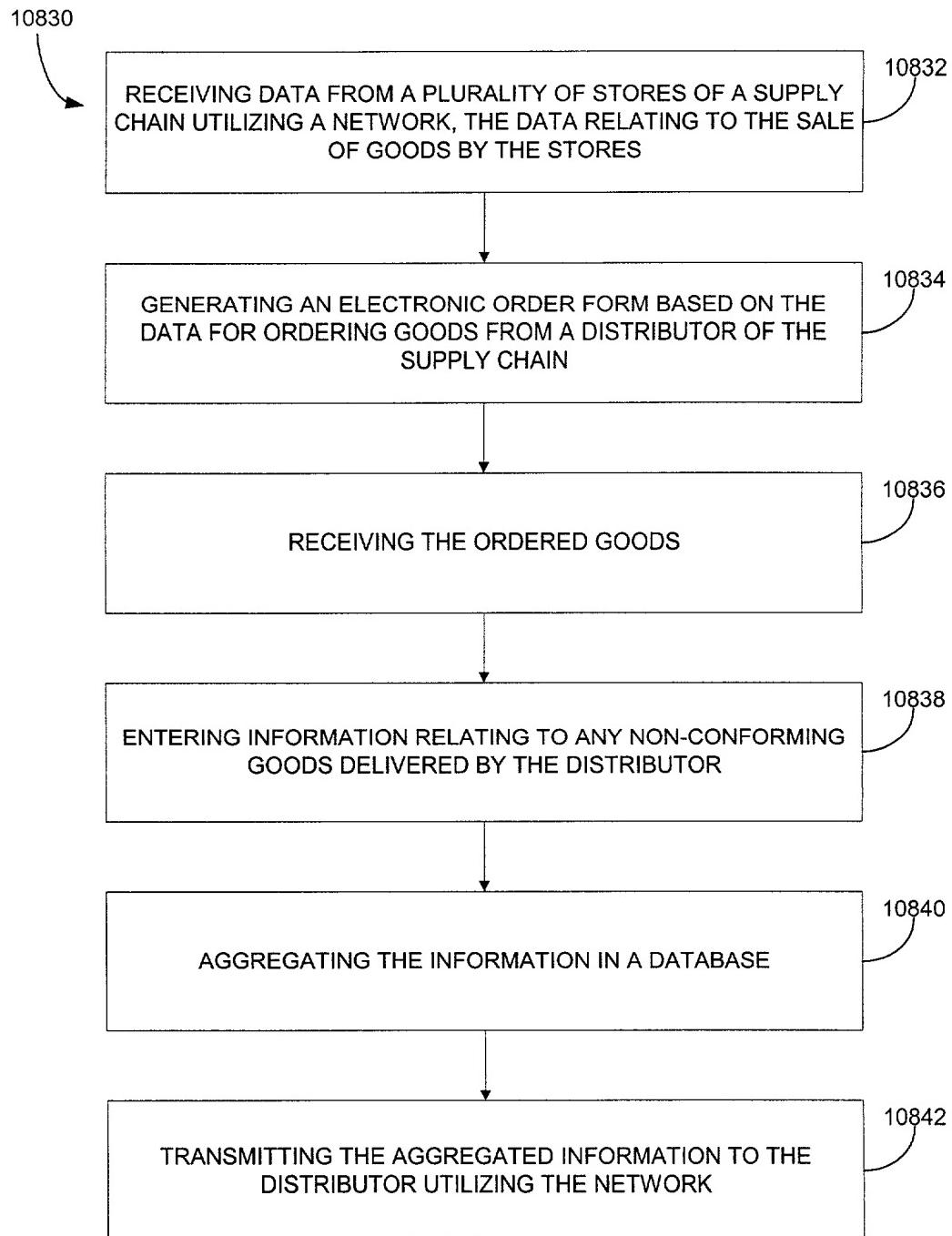


FIG. 108

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

FIG. 109

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

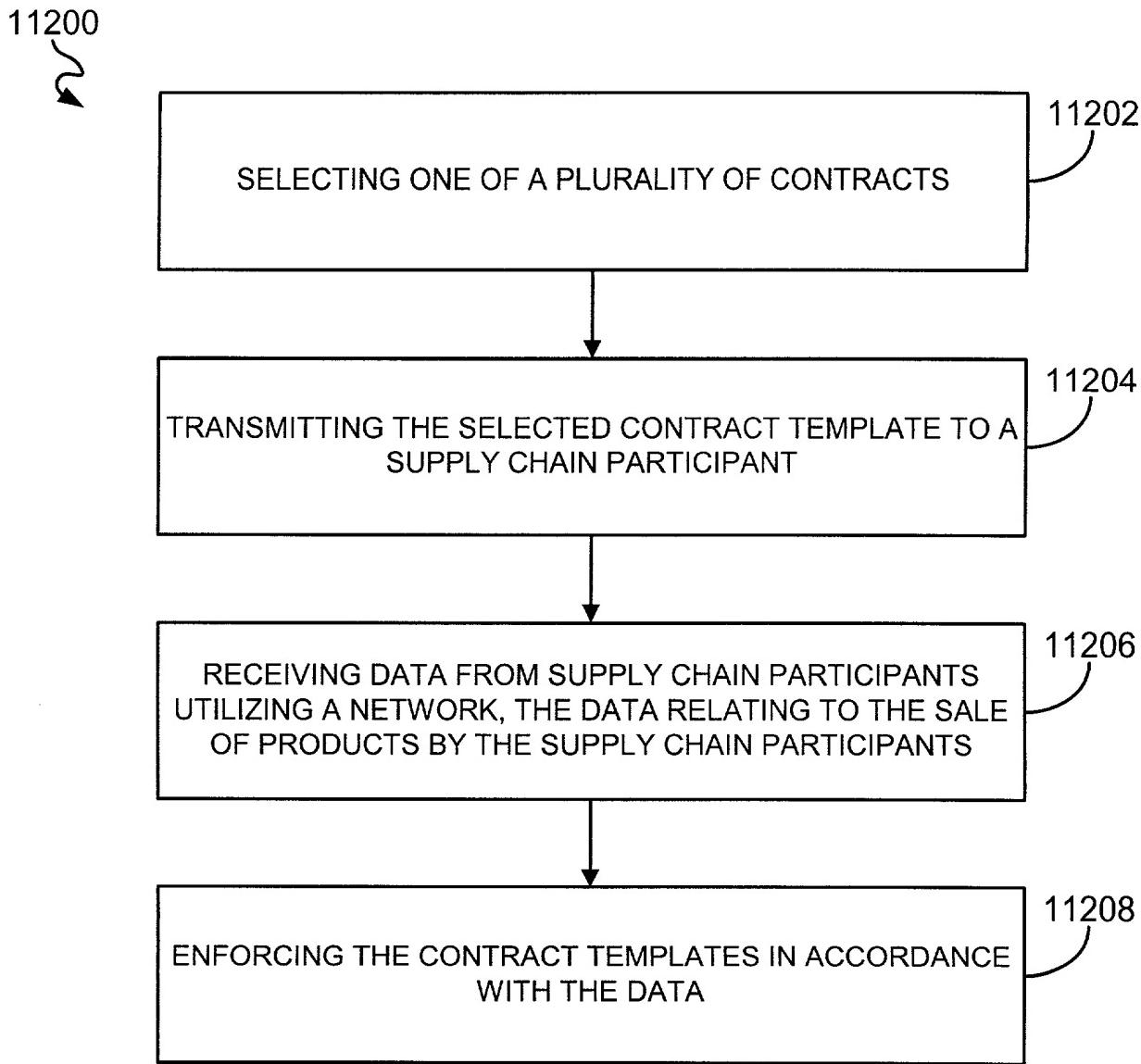


FIG. 112

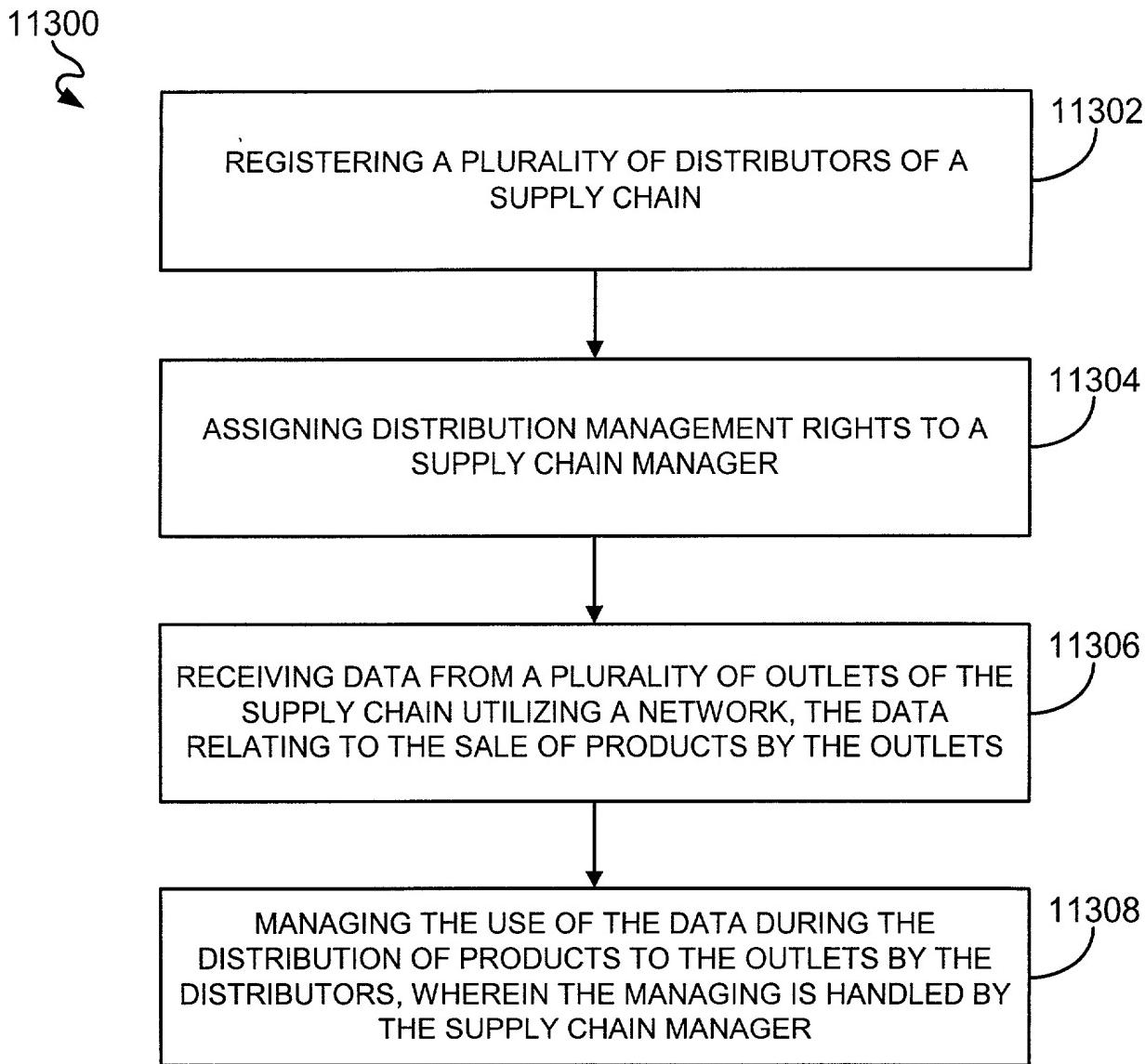


FIG. 113

11400

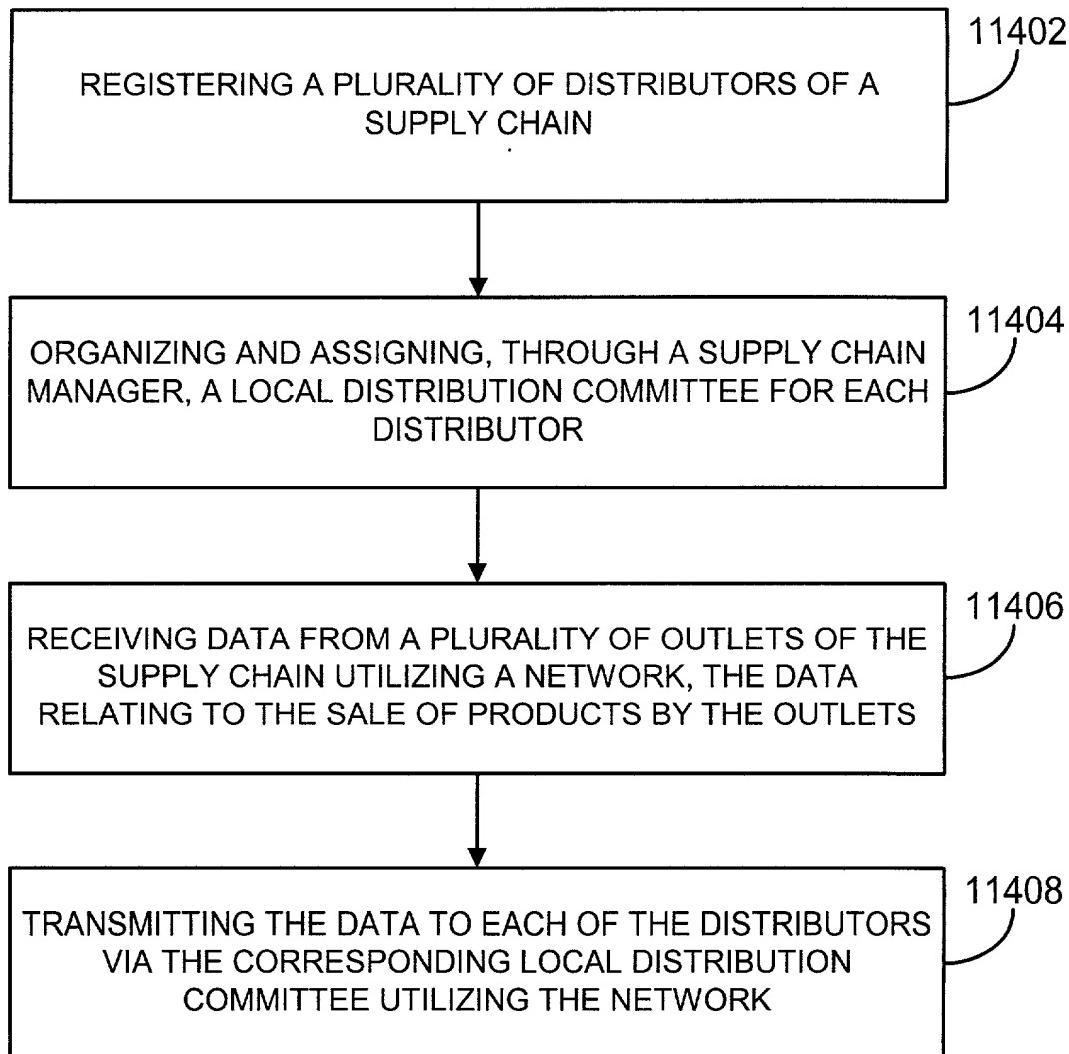


FIG. 114

11500

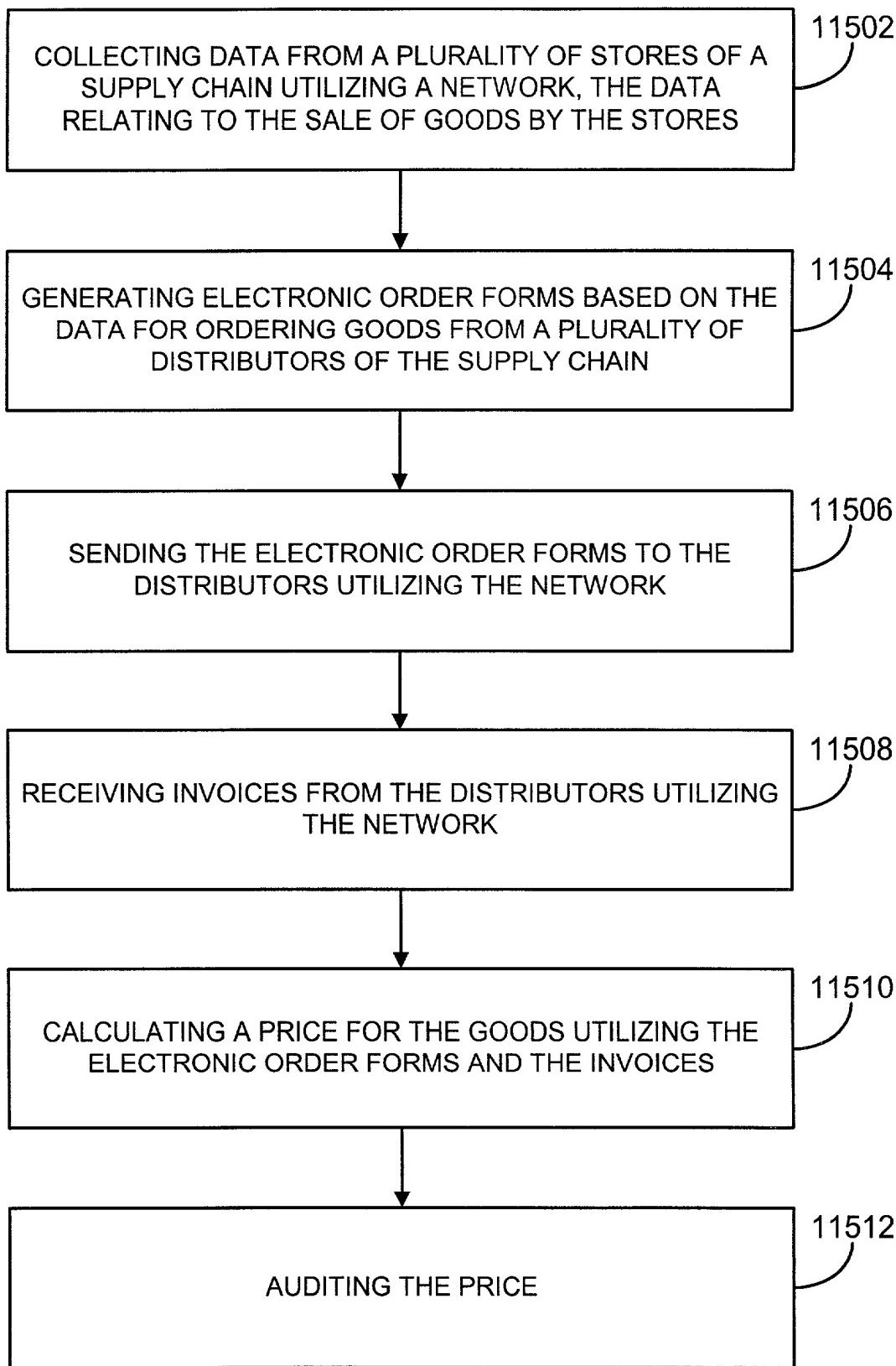


FIG. 115

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11610

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

FIG. 116

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11704

PROCESSING THE DATA

11706

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED OVER THE NETWORK

11708

FIG. 117

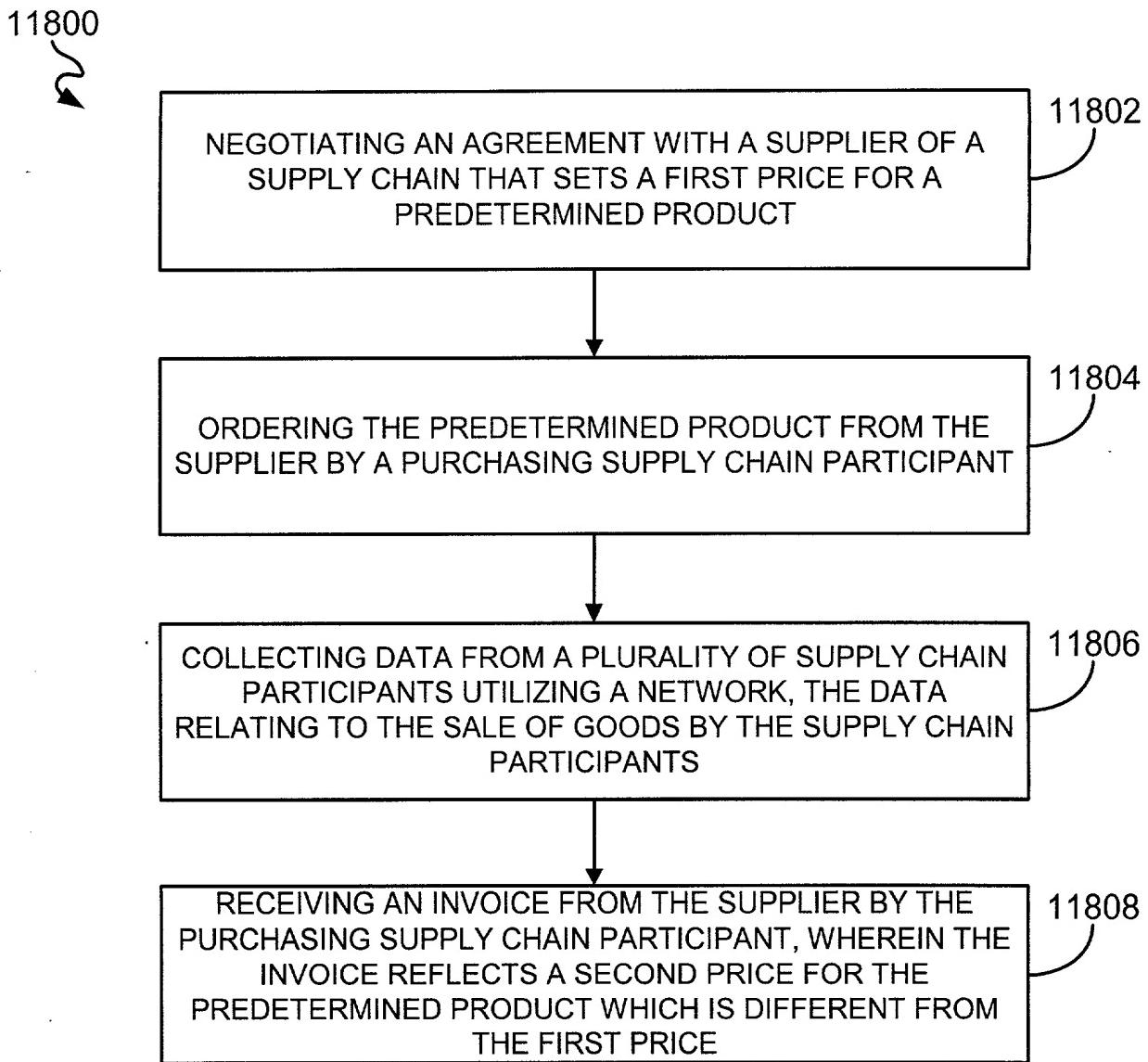


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

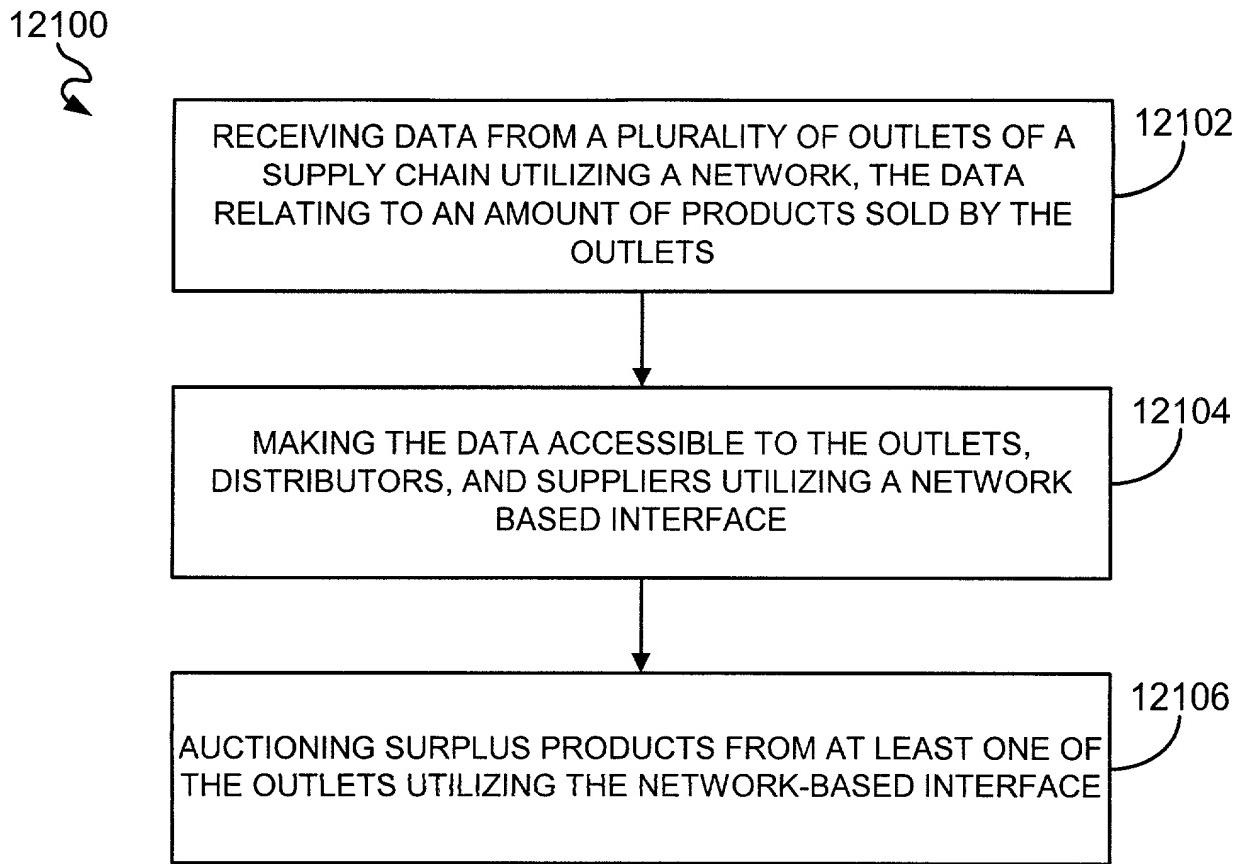


FIG. 121

12200

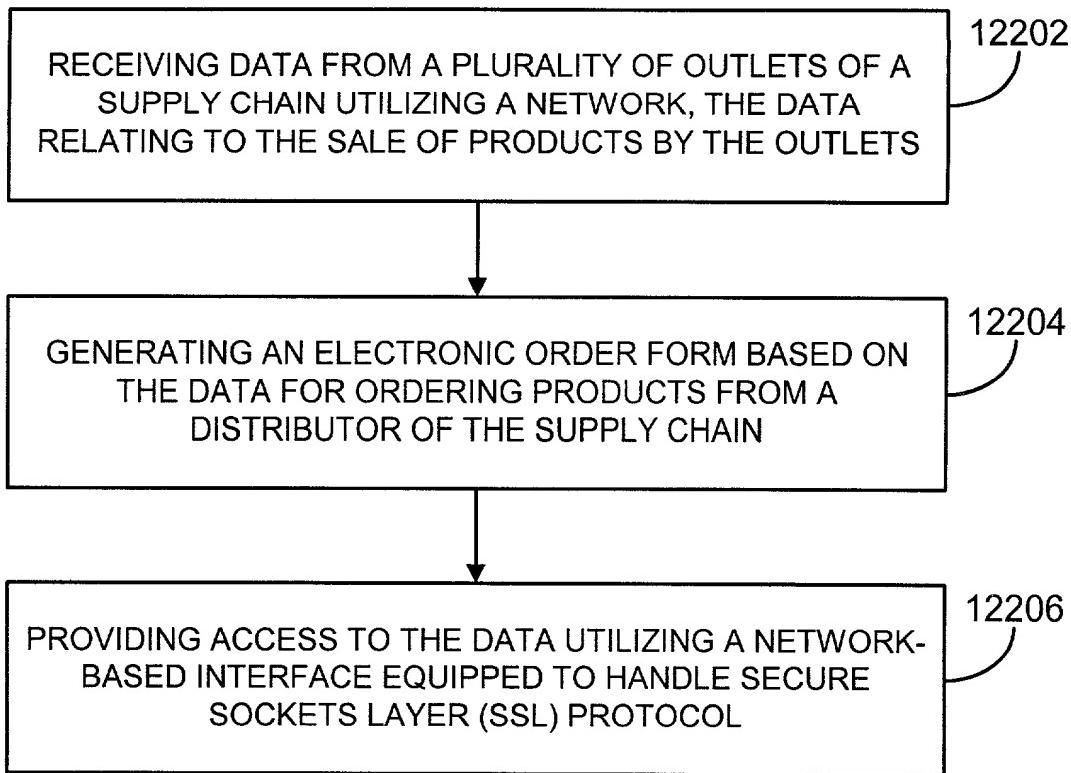


FIG. 122

12300

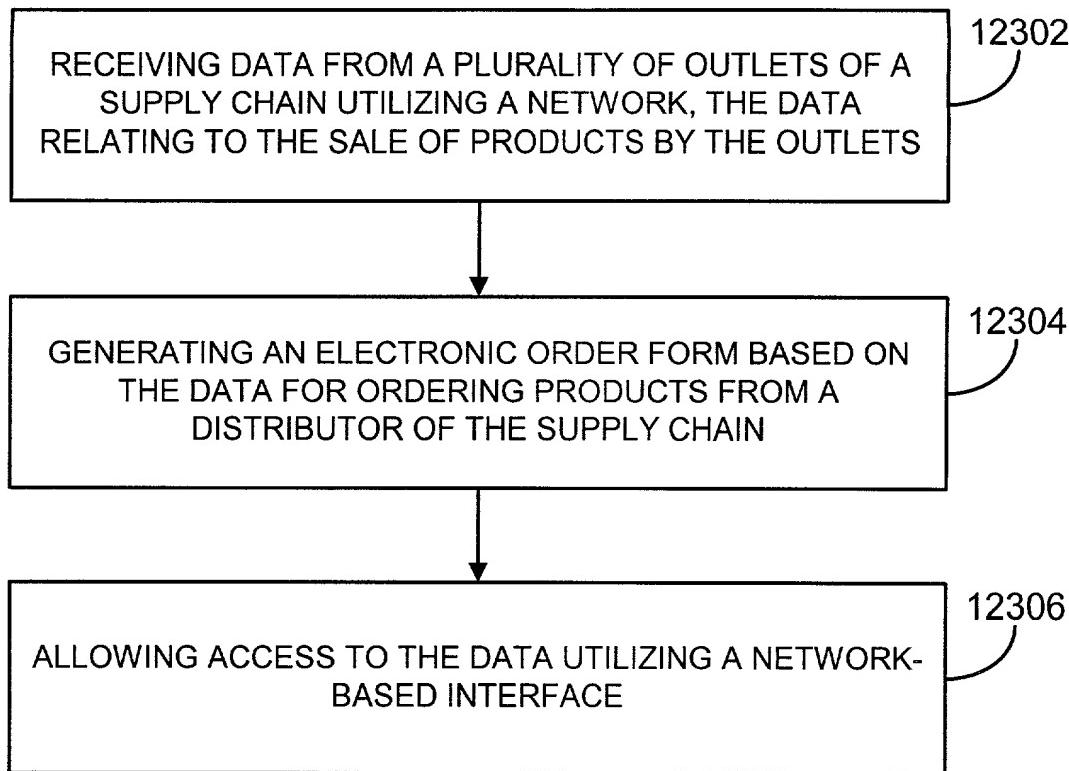


FIG. 123

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

12406

FIG. 124

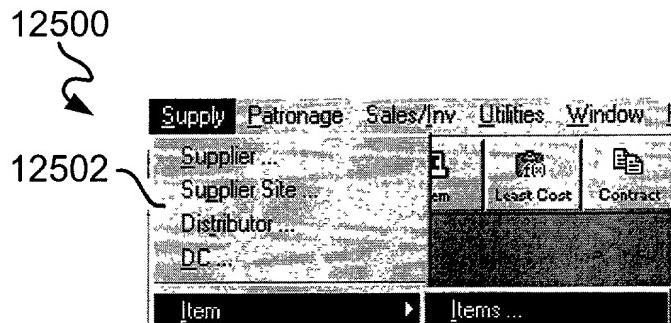


FIG. 125

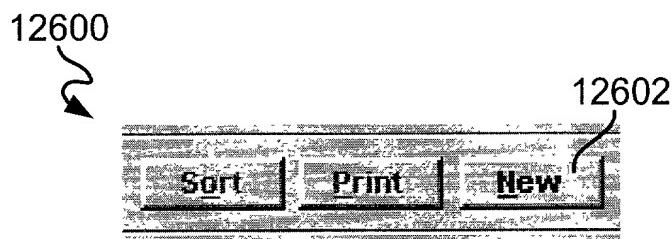


FIG. 126

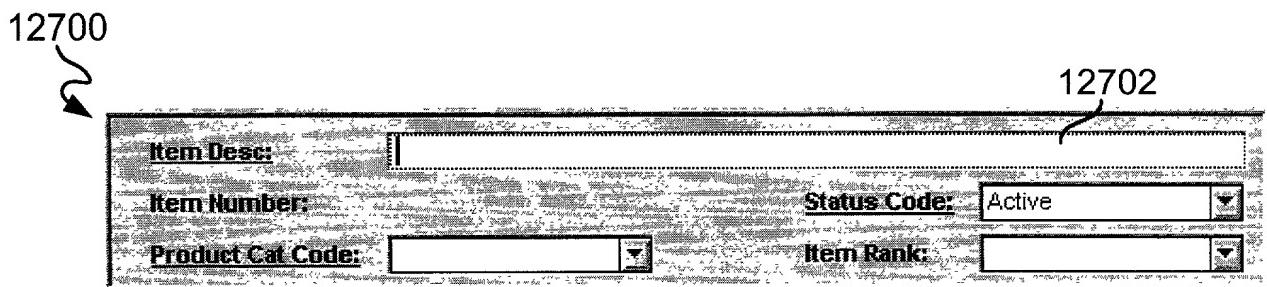


FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

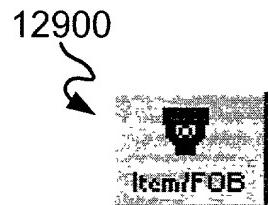


FIG. 129

13000

Supplier Item Desc:		Item No.:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M: INCHES)		Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: FOB Shipping Point

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 16 FOB Shipping Point

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name: []

Rail Sidings: []

FIG. 132

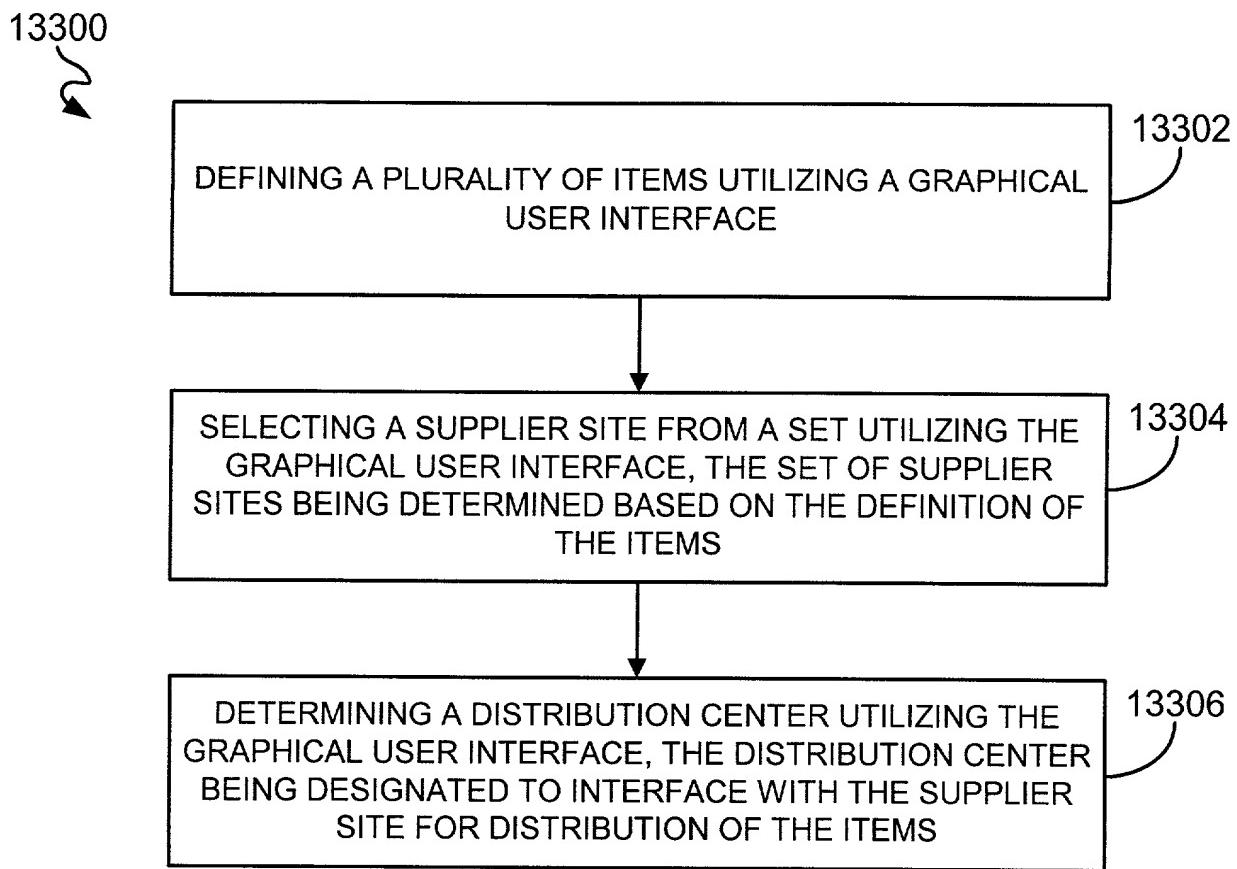


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No **Apply By:** Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASSVILLE	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr.	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800

**FIG. 138**

13900

Min Ordr	UM	Ship	Deliv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

FIG. 139

14000

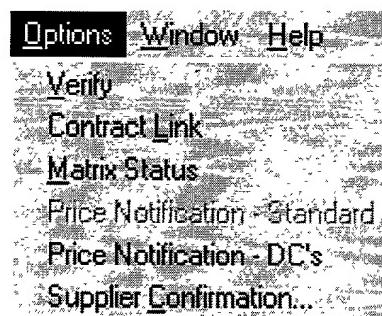
Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200

**FIG. 142**

14100

**FIG. 141**

14300

Cost	Edit / View... F3
Commodities	New (using previous matrix) F4
Vendor Rating	New (build matrix) F5
Contact Management	Multi Item Price Notification ...

FIG. 143

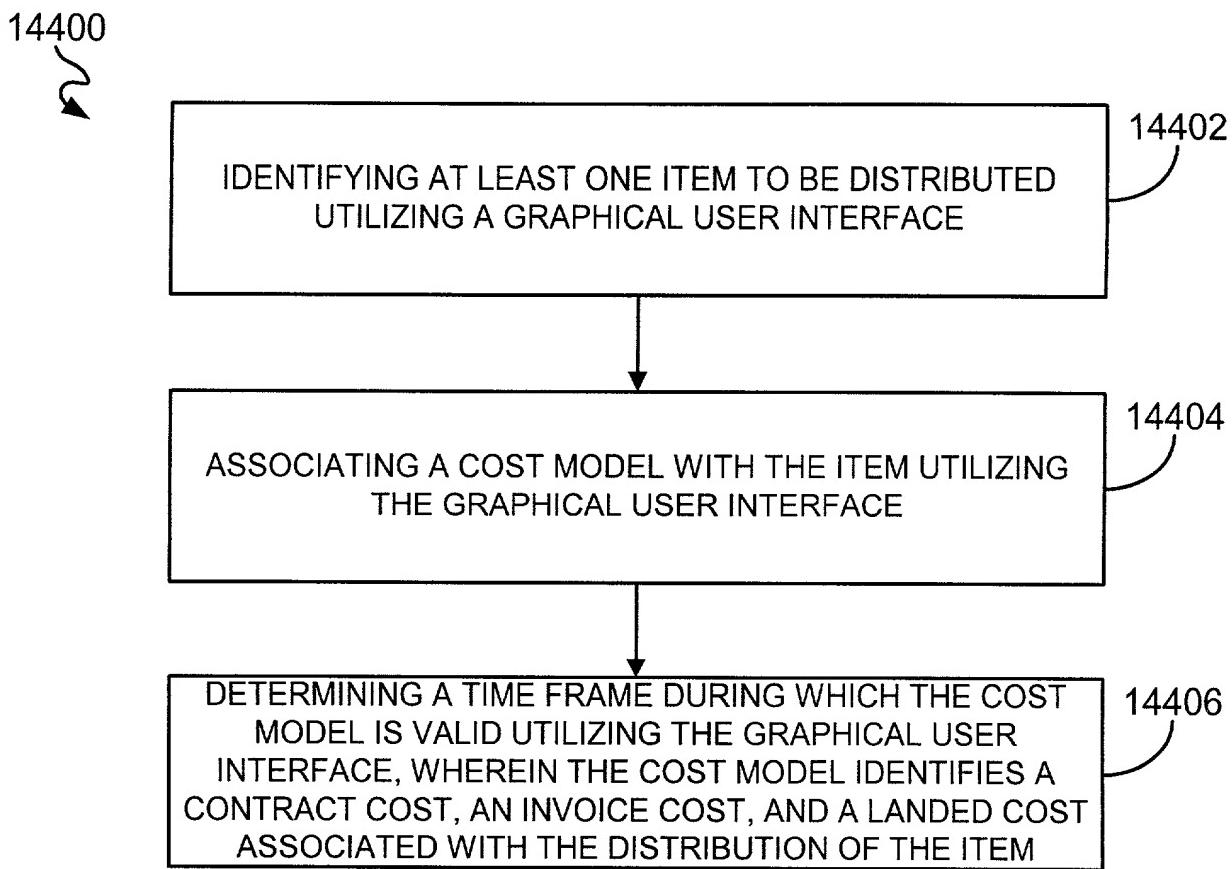


FIG. 144

14500



FIG. 145

14600

Contract ID: 873 - TYSON FOODS
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

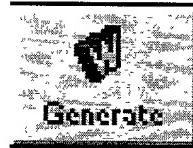
FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

14800



14900



15000



FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	8/1/98	2/24/08	No Date
BEEF-WHOPPER 4.0 OZ	8/1/98	2/24/08	No Date
BEEF-WHOPPER JR 2.8 OZ	8/1/98	2/24/08	No Date

FIG. 151

15200

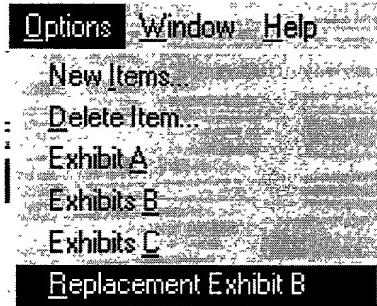


FIG. 152

15300



FIG. 153

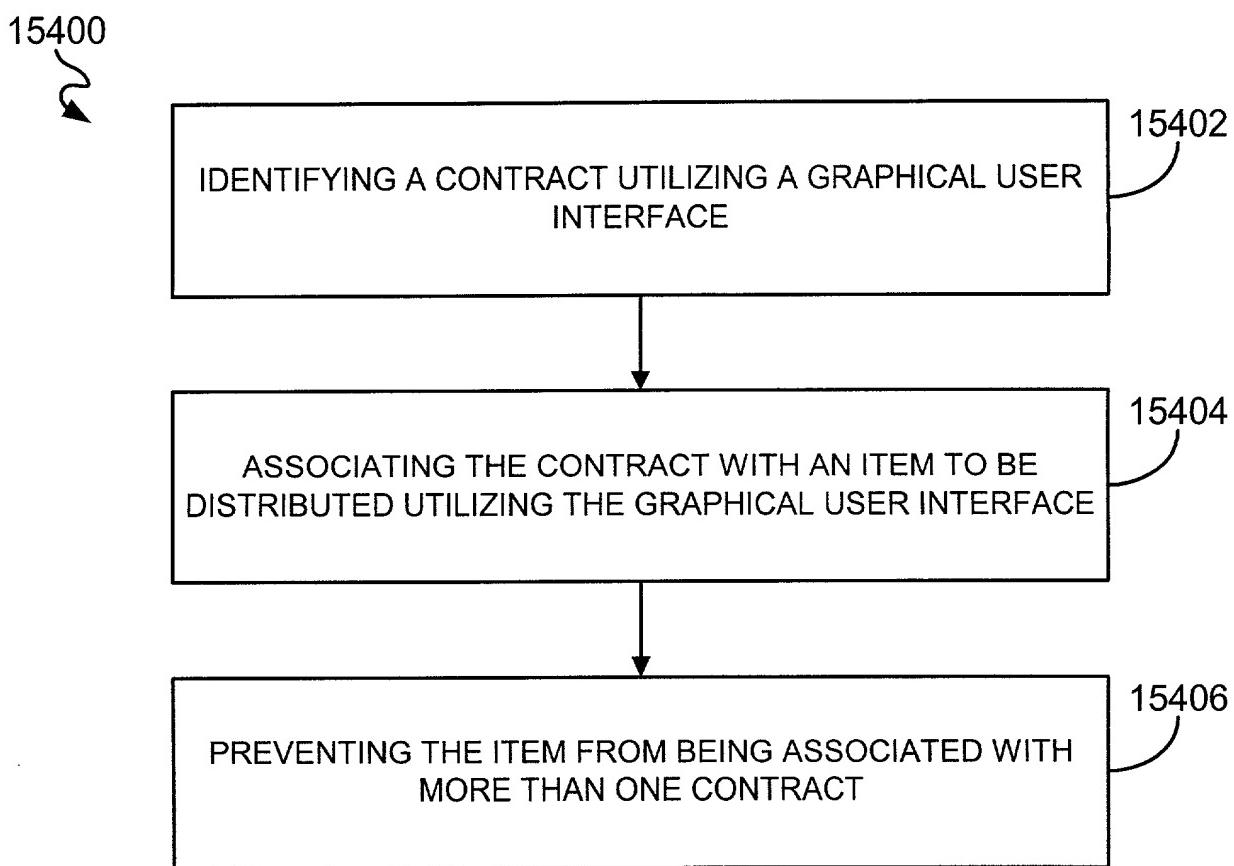


FIG. 154

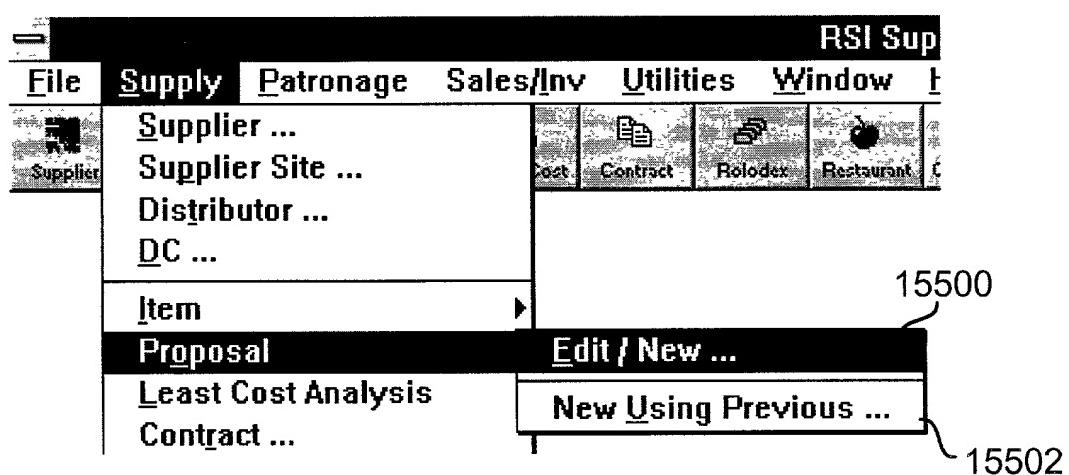


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DEs	FOB Price	DC/Rest	Usage	Templates	View Bid
Proposal Information								
Proposal ID:	1021		Proposal Due Date:	06/12/97		Contract Begin Date:	07/01/97	
Proposal Name:	Foam Hot Cups & Polystyrene Lids			Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98	
Actions								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup						

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	View Bid										
	<input type="button" value="Search"/> <input type="button" value="Query"/> <input type="button" value="Reset"/>																	
Query Values			2 Rows Selected															
<table border="1"><thead><tr><th>Item Description</th></tr></thead><tbody><tr><td>CUP-HOT</td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr></tbody></table>			Item Description	CUP-HOT						<table border="1"><thead><tr><th>Item Description</th></tr></thead><tbody><tr><td>LID-HOT 12/16 OZ (DRY)</td></tr><tr><td>LID-HOT 8-OZ (DRY)</td></tr></tbody></table>						Item Description	LID-HOT 12/16 OZ (DRY)	LID-HOT 8-OZ (DRY)
Item Description																		
CUP-HOT																		
Item Description																		
LID-HOT 12/16 OZ (DRY)																		
LID-HOT 8-OZ (DRY)																		
<input type="button" value="<"/> <input type="button" value=">"/>			<input type="button" value="<"/> <input type="button" value=">"/>															

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	Recreate Bid																																								
	Search Query Reset																																															
8 Rows Found																																																
<table border="1"> <thead> <tr> <th>Item Description</th> <th> </th> <th> </th> <th> </th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (PAPER)</td> <td>DRY</td> <td>15902</td> <td>></td> </tr> <tr> <td>CUP-HOT 16 OZ (PAPER)</td> <td>DRY</td> <td></td> <td>>></td> </tr> <tr> <td>CUP-HOT 8 OZ (PAPER)</td> <td>DRY</td> <td></td> <td><<</td> </tr> </tbody> </table>				Item Description				CUP-HOT 12 OZ (PAPER)	DRY	15902	>	CUP-HOT 16 OZ (PAPER)	DRY		>>	CUP-HOT 8 OZ (PAPER)	DRY		<<	<table border="1"> <thead> <tr> <th>Item Description</th> <th> </th> <th> </th> <th> </th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 16 OZ (500 CT) (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 12/16 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>					Item Description				CUP-HOT 12 OZ (DRY)				CUP-HOT 16 OZ (500 CT) (DRY)				CUP-HOT 8 OZ (DRY)				LID-HOT 12/16 OZ (DRY)				LID-HOT 8 OZ (DRY)			
Item Description																																																
CUP-HOT 12 OZ (PAPER)	DRY	15902	>																																													
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15904	>>																																															
	<<	15906																																														
	<	15908																																														

FIG. 159

16000

Main Info **Items** **Suppliers** **DCs** **FOB Price** **DC/Rest.** **Usage** **Templates** **Recreate Bid**

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components (None Selected) Generic FOB Pricing Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

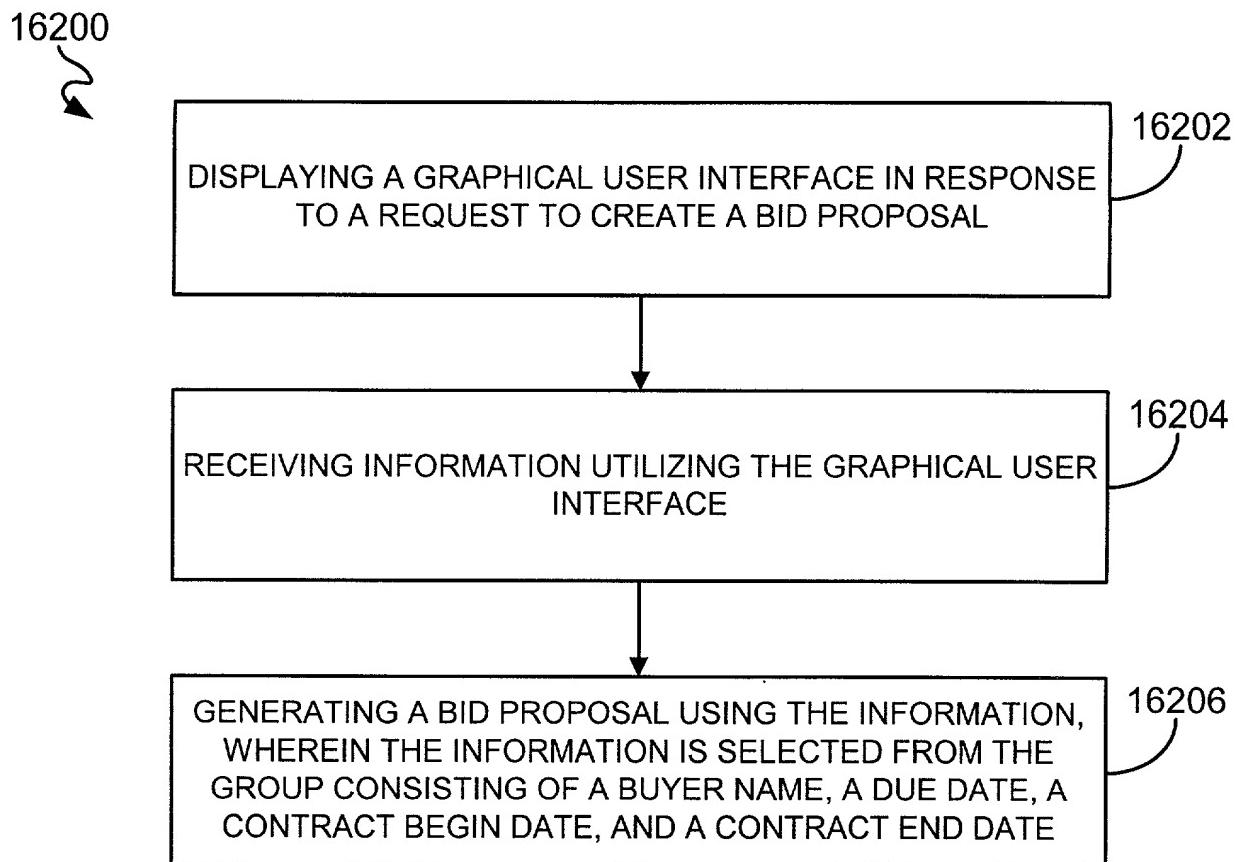


FIG. 162

16300



FIG. 163

16400

<i>Supply</i>	<i>MS</i>	<i>Editable</i>
<i>Word</i>		<i>Y/N</i>
Bid Proposal Cover Letter		Y
General Terms and Conditions		N
Usage Estimates		N
Supplier Facility Worksheets		N
Item Information Worksheets		N
Sample Supply Agreement		N
BK Specification Request		N
FOB Price Component		Y
Truckload Freight Worksheet		N
LTL Freight Worksheet		N

FIG. 164

16500

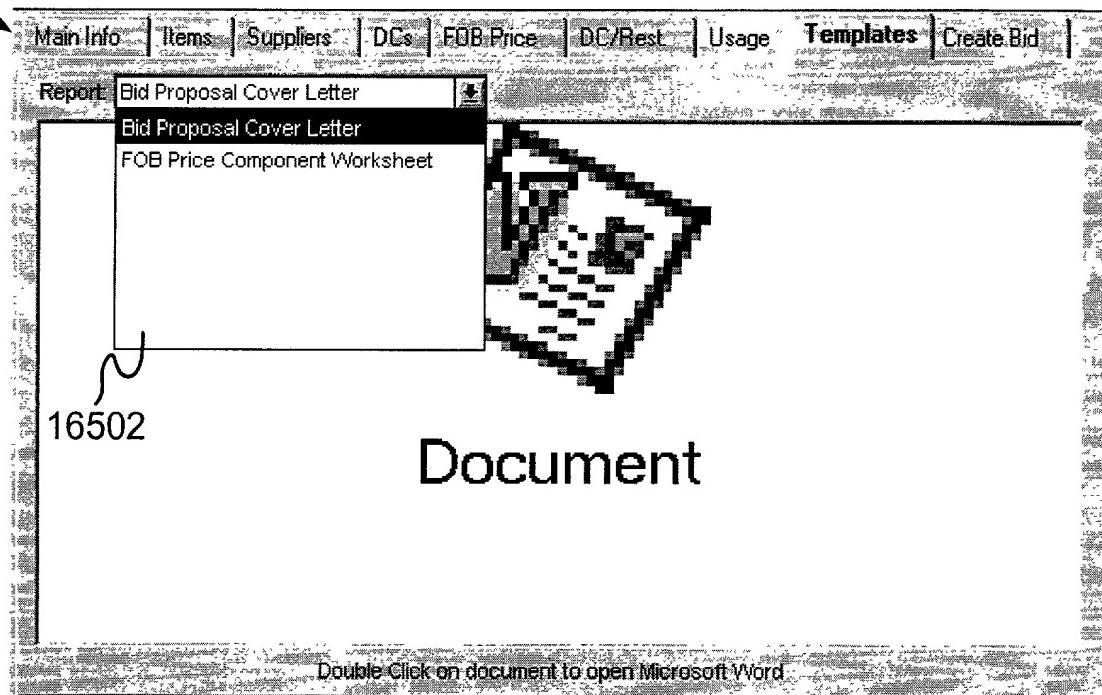


FIG. 165

16600

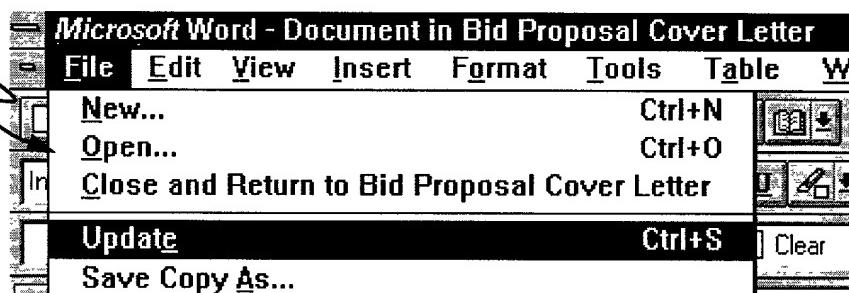


FIG. 166

16700

Main Info | **Items** | **Suppliers** | **DCs** | **FOB Price** | **DC/Rest.** | **Usage** | **Templates** | **Create Bid**

Bid Proposal Sent

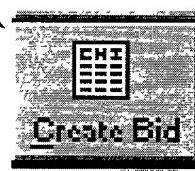
Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Item Information Worksheet	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary.

FIG. 167

16800



16900

FIG. 168

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter	
	FOB Price Component Worksheet	
	General Terms & Conditions	
	Item Information Worksheet	
	LTL Freight Worksheet	
	Sample Supply Agreement	
	Supplier Facility Worksheet	

Restaurant Services, Inc.
Item Information Worksheet

ATTY DS

FIG. 169

17000

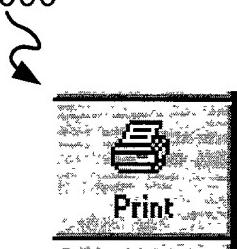


FIG. 170

17100

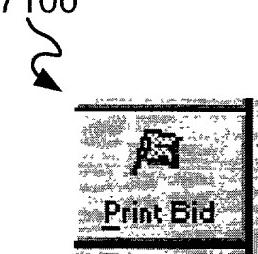


FIG. 171

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

17202

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

17204

ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

17206

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17208

FIG. 172

17300

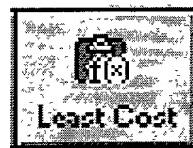


FIG. 173

17400

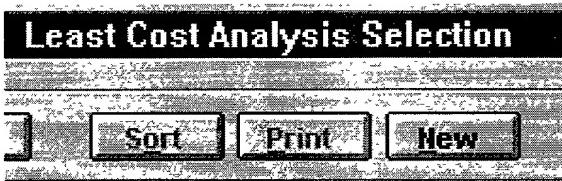


FIG. 174

17500

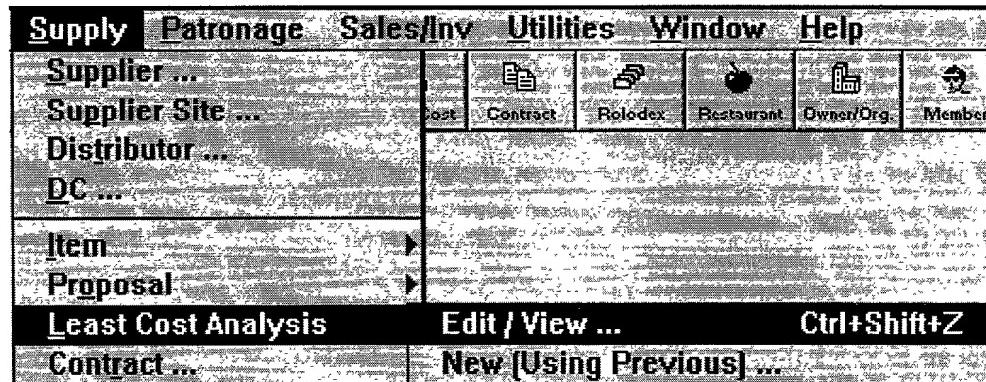


FIG. 175

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version
What is the max # of FOB points to allocate to each DC? One FOB
What is pricing method for this version? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

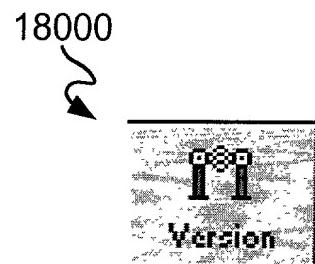


FIG. 180

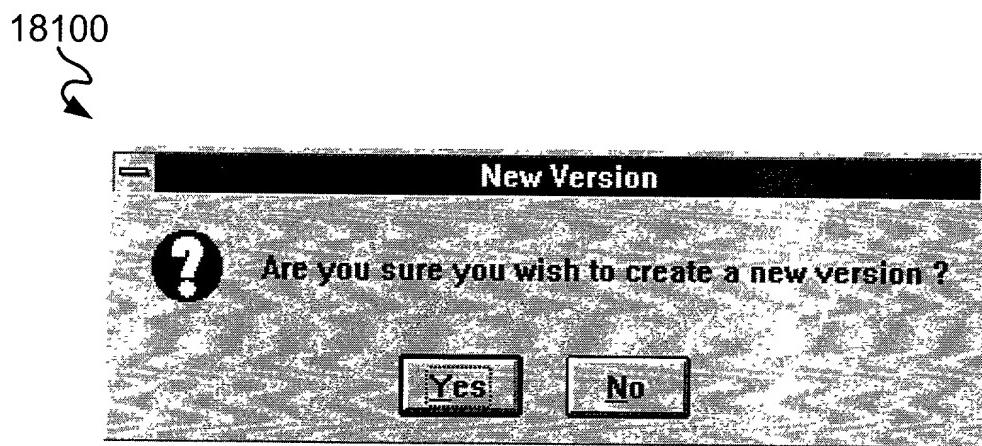


FIG. 181

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

FIG. 182

18300

Search Query Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

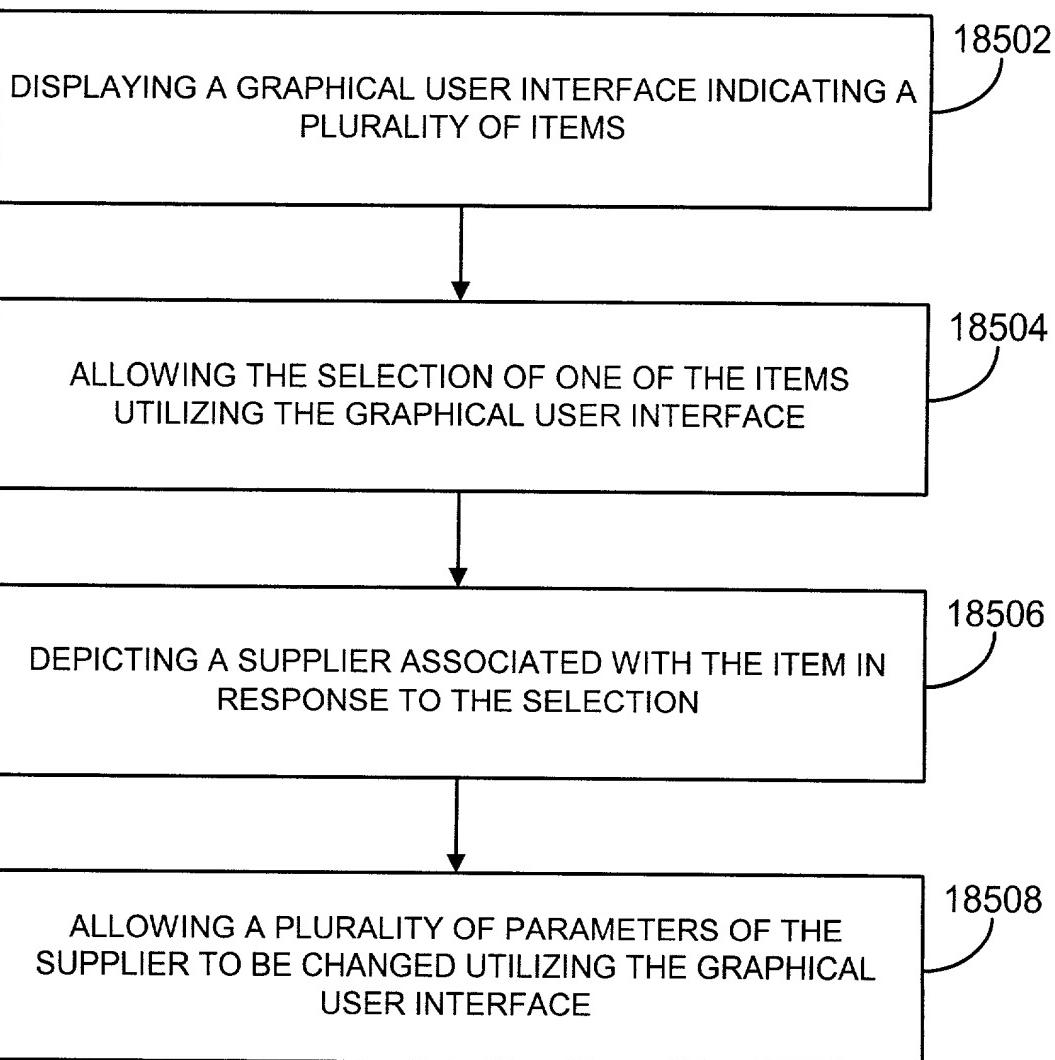


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA
Supplier Item Desc: 16 OZ COLD CUP	Item No: CP2942
Items per Case:	Tie Qty: 5
Innerpack Contents: 1200	High Qty: 5
Item Size:	Cases Per Pallet: 25
Item Shelf Life:	Stacking Allowed: <input checked="" type="radio"/> Yes <input type="radio"/> No
Mandatory	
Case Length: 22.125	Case Cube: 3.43 CUBIC FEET
Case Width: 15.125	Cases Per Truckload: 769
Case Depth: 17.75	Gross Weight: 29.28 POUND(S)
Case U/M: INCHES	Net Weight: 27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND, WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS, ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

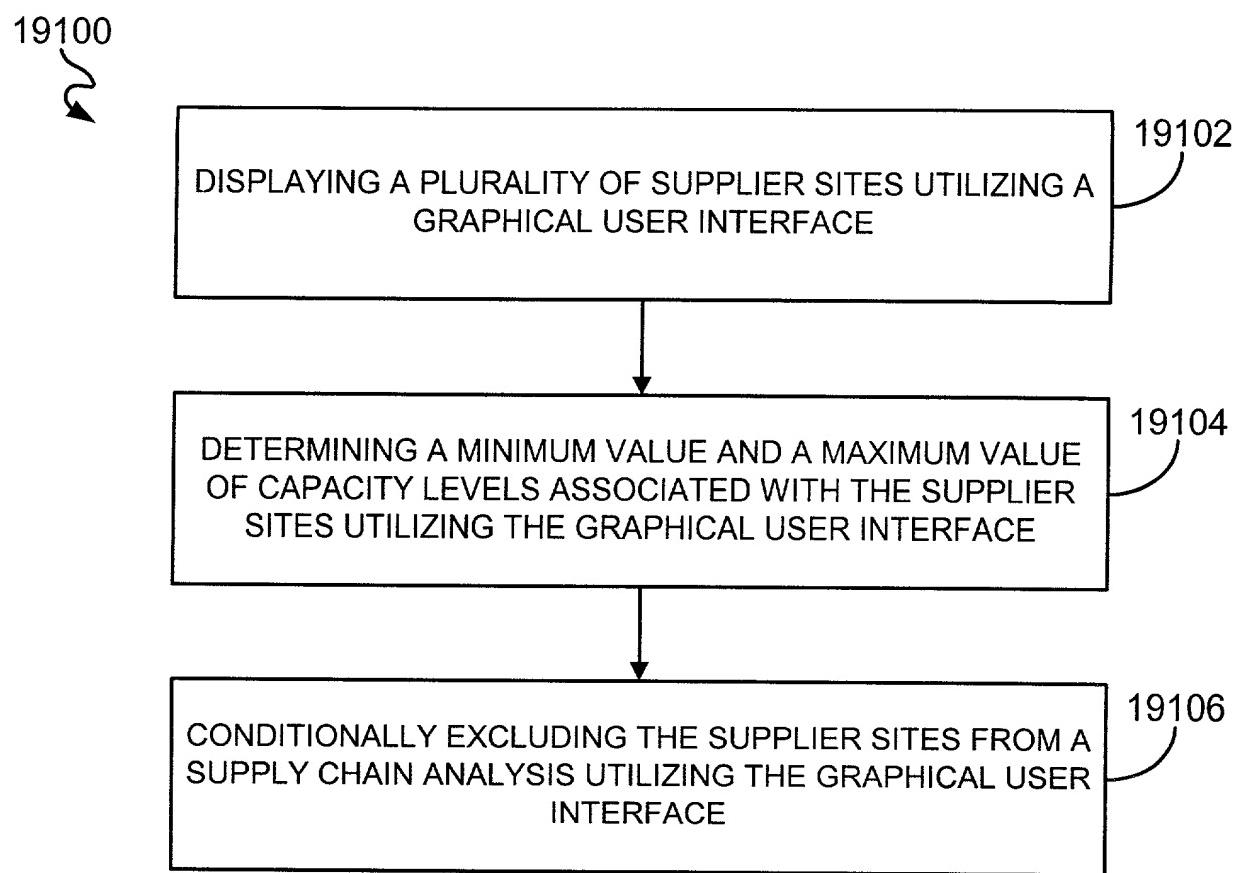


FIG. 191

19200

The screenshot shows a software interface with two tables. The top table is titled 'Supplier' and lists three entries: 'HUDSON INDUSTRIES', 'INTERNATIONAL DIVERSEFOODS', and 'SUPERIOR COFFEE & FOODS'. The bottom table is titled 'Supplier FOB' and lists two items: 'MAYO-BULK' and 'SAUCE-BULK-TARTAR', both associated with 'HUDSON INDUSTRIES-TROY AL'. The volume for MAYO-BULK is 8.4200 and for SAUCE-BULK-TARTAR is 9.2300.

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK		8.4200	0
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR		9.2300	0

FIG. 192

19300

The screenshot shows a software interface with two tables. The top table is titled "Supplier" and lists three entries: SSI FOOD SERVICES, TEXAS AMERICAN FOOD SERVICE, and WHITEFORD FOODS. The bottom table is titled "Supplier FOB" and lists three entries for BEEF - 77% from TEXAS AMERICAN FOOD SERVICE-TX, with Cont FOB # values of 1.0026, 1.0016, and 1.0010, and corresponding Volume values of 0, 2,090,000, and 2,508,000 respectively.

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

The screenshot shows a software interface with two tables. The top table is titled "Supplier" and lists two entries: VENTURA FOODS and VENTURA FOODS. The bottom table is titled "Supplier FOB" and lists eight entries for MAYO-BULK and SAUCE-BULK-TARTAR from VENTURA FOODS locations: CHAMBERSBURG, PA; CITY OF INDUSTRY; and CHAMBERSBURG, PA again. Cont FOB # values range from 8.9400 to 9.4800, and Volume values range from 0 to 100,000.

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON INC-PASCO WA

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

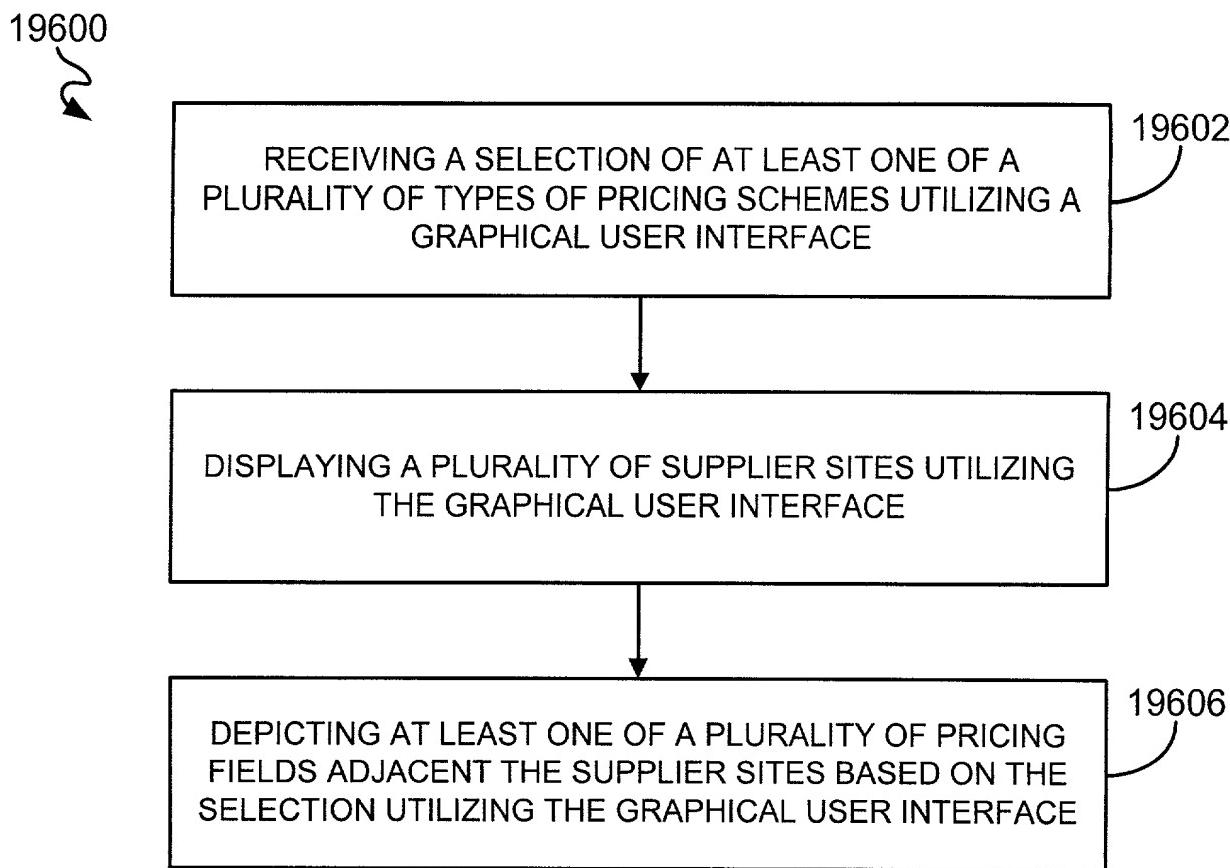


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE-POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE-POST-DENVER	35	5.00%	37
AMERISERVE-POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

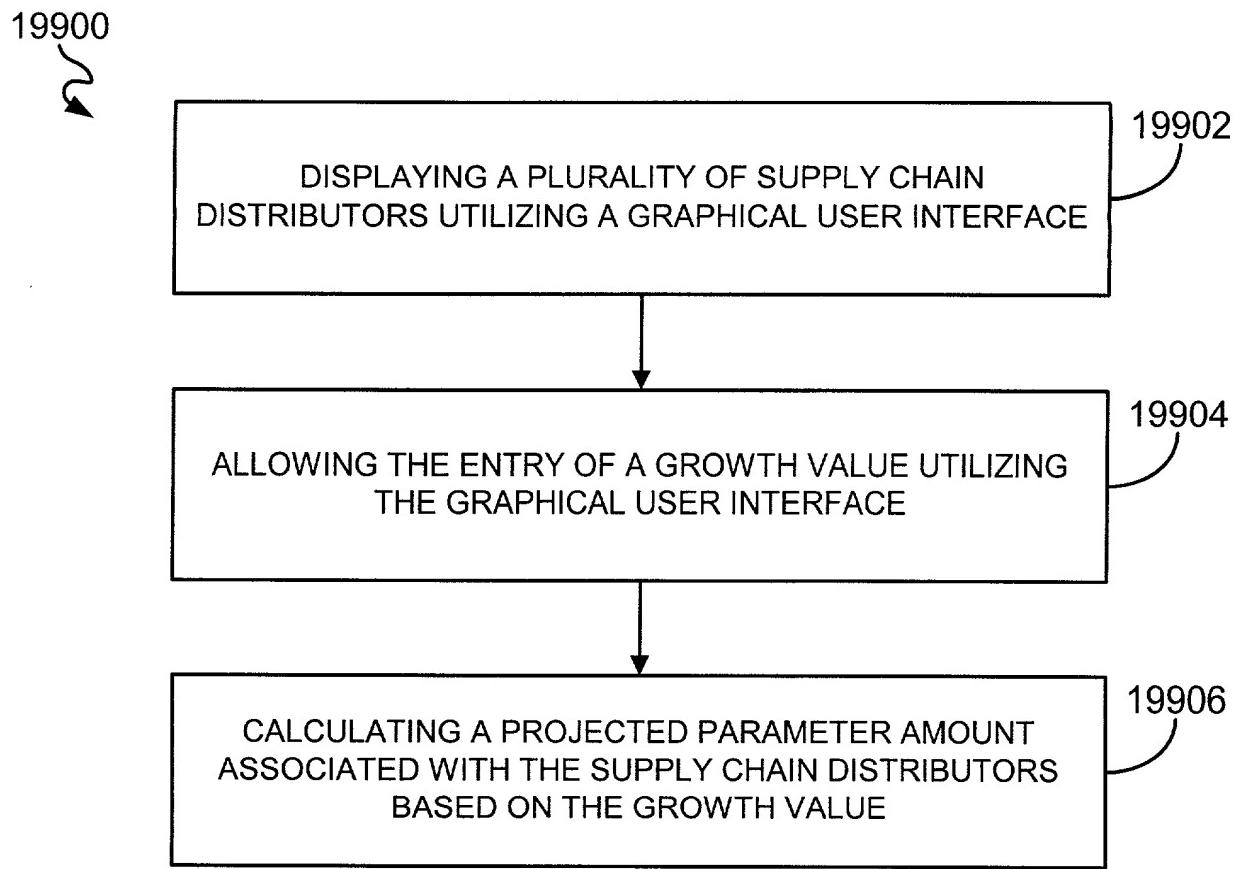


FIG. 199

20000

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe		
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction	Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	

20002

FIG. 200

20100

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe		
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction	Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>	

FIG. 201

20200

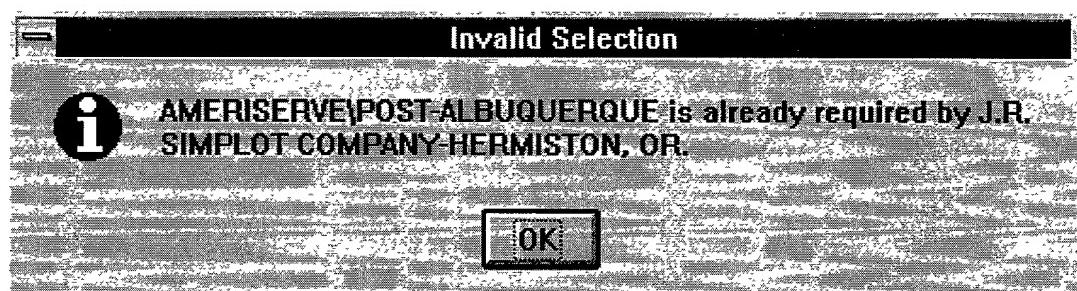


FIG. 202

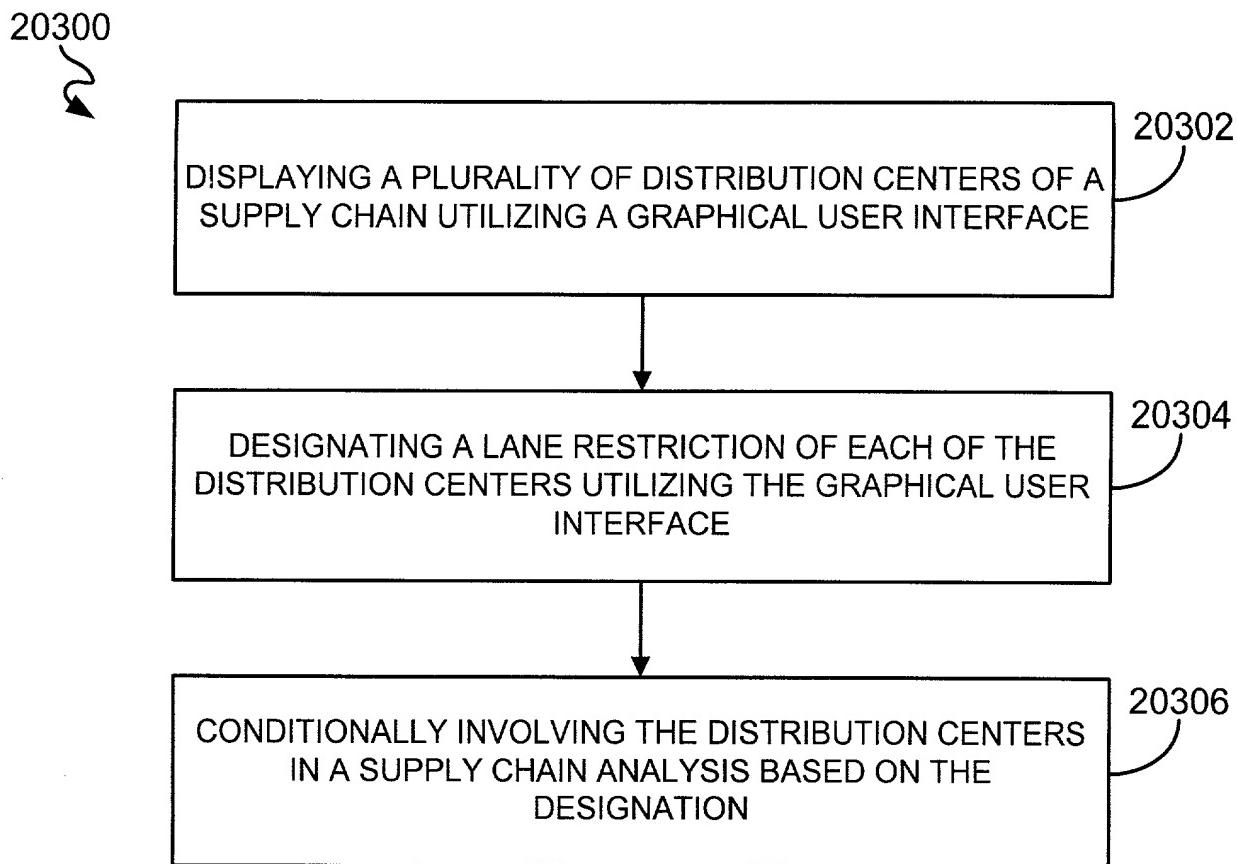


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6Y4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE POST-ALBUQUERQUE	1,617		
AMERISERVE POST-DENVER	1,277		
AMERISERVE POST-SALT LAKE UT	691		

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000						1.10
PS-BURLINGTON	15,000	400.00					1.20

FIG. 205

20600

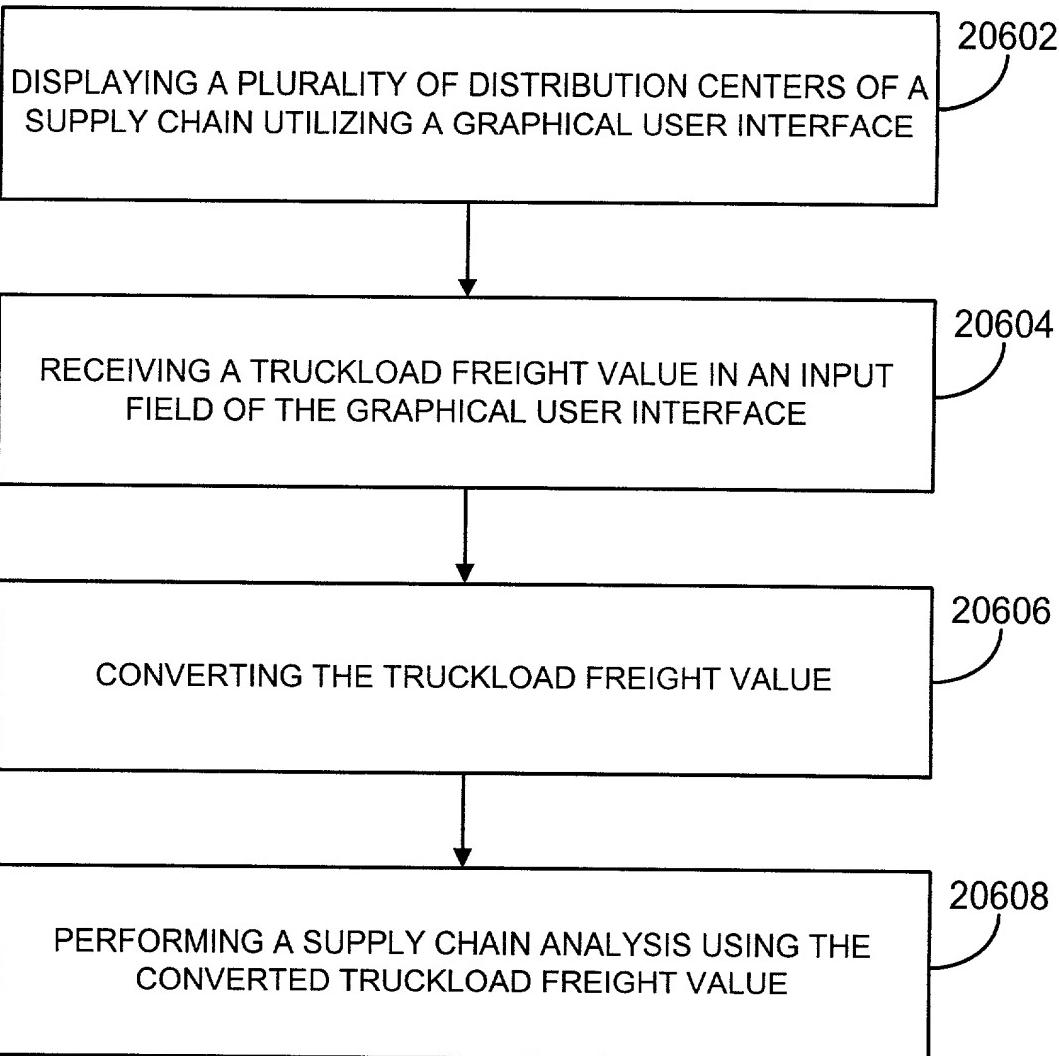


FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORLAND/IRVING-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORLAND RESTAURANTS NW/ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

FIG. 207

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802

IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED WITH A REGION IN WHICH THE DISTRIBUTION CENTERS RESIDE

20804

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL USER INTERFACE

20806

FIG. 208

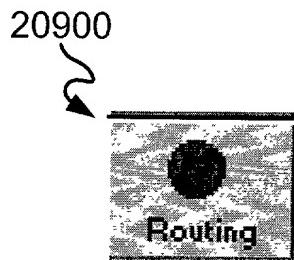


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Name: Freight Information Provided

Report Parameters

Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version

Freight Information Provided

- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

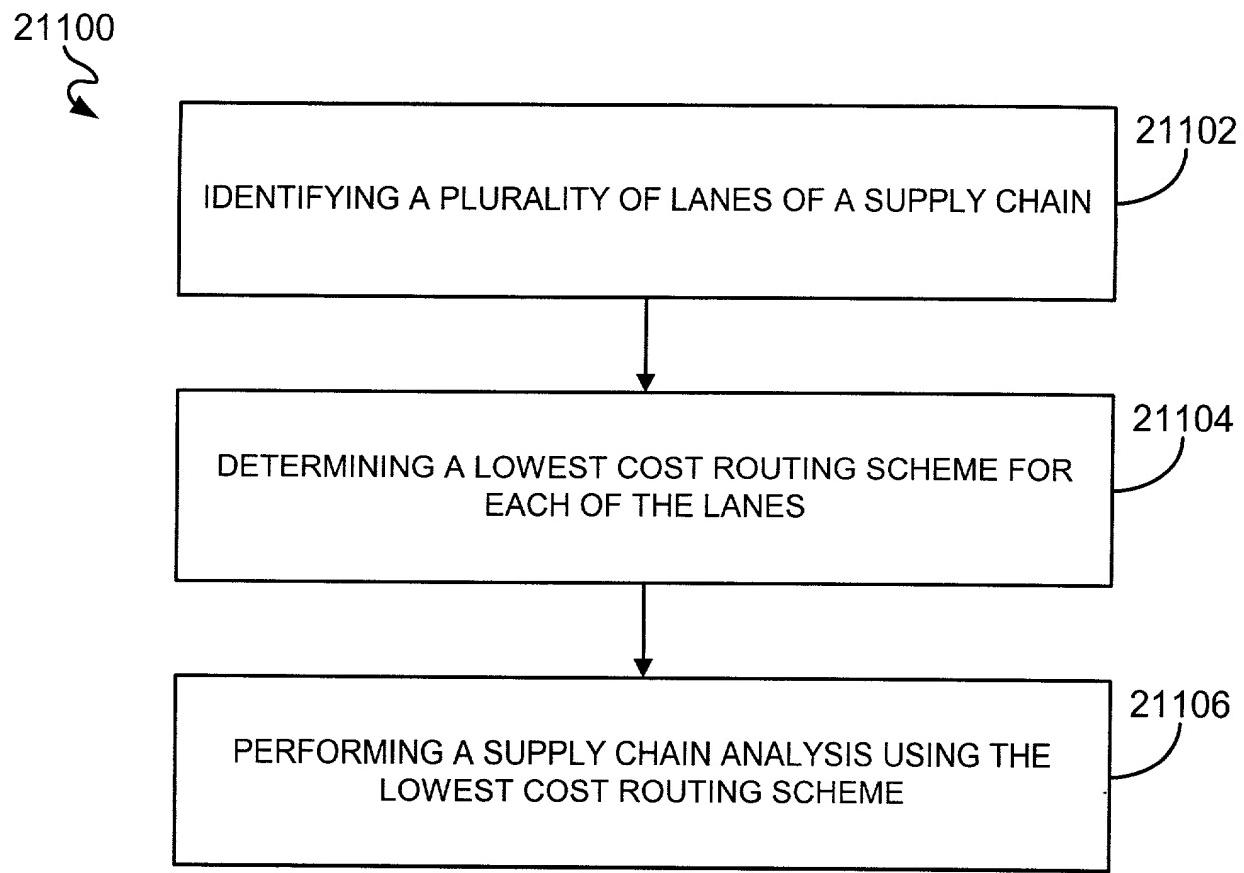


FIG. 211

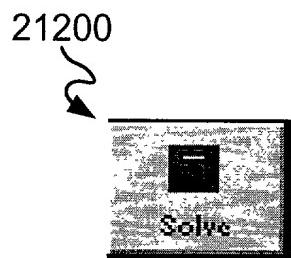


FIG. 212

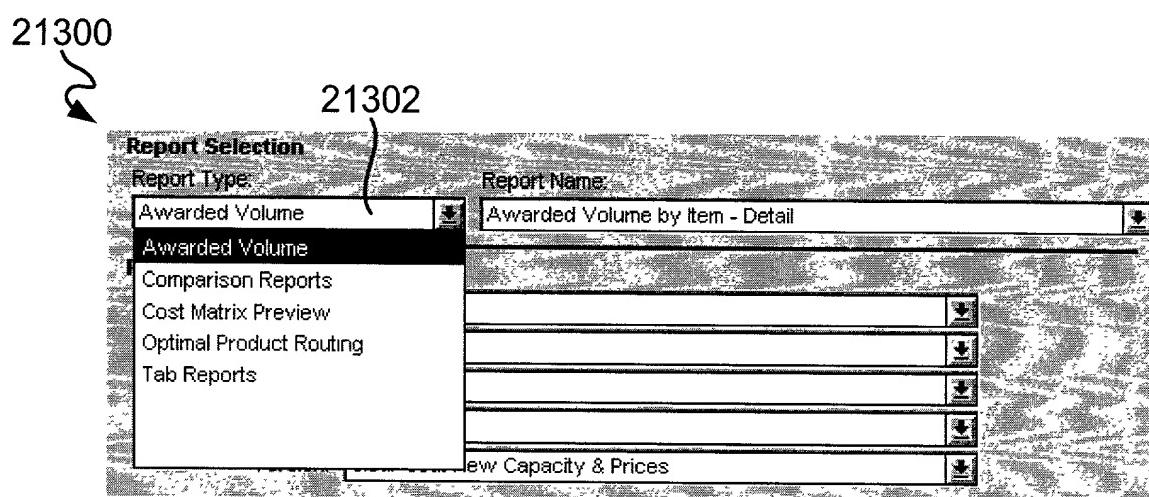


FIG. 213

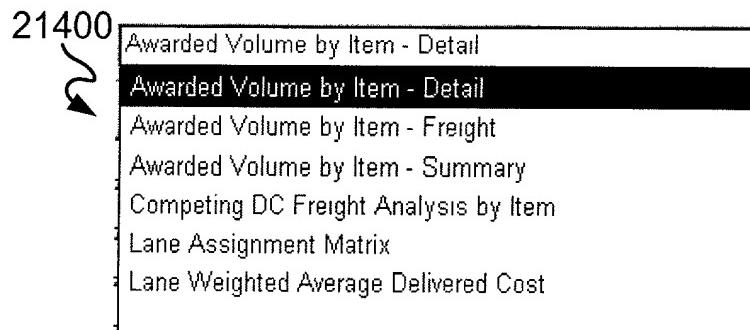


FIG. 214

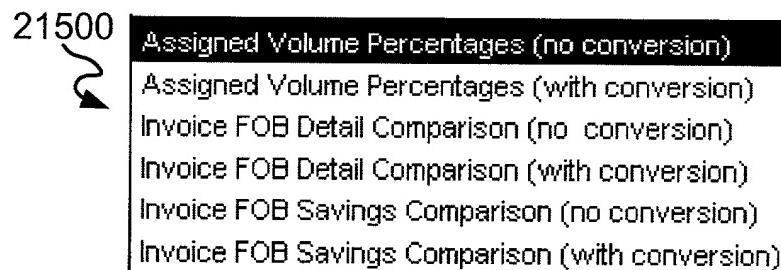


FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	<input checked="" type="checkbox"/> Assigned Volume Percentages (no conversion)

FIG. 216

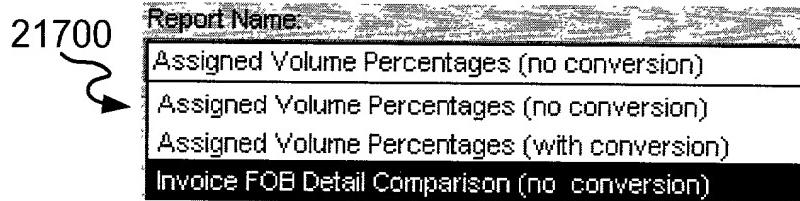


FIG. 217

21800

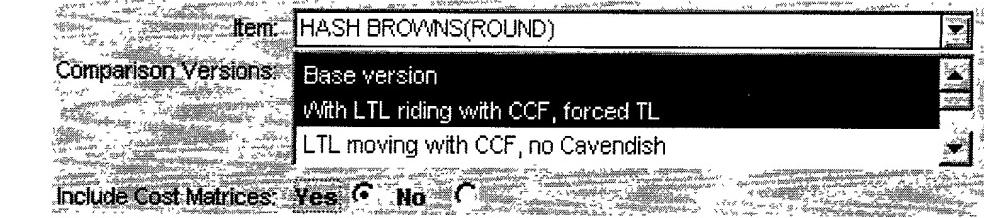


FIG. 218

21900



FIG. 219

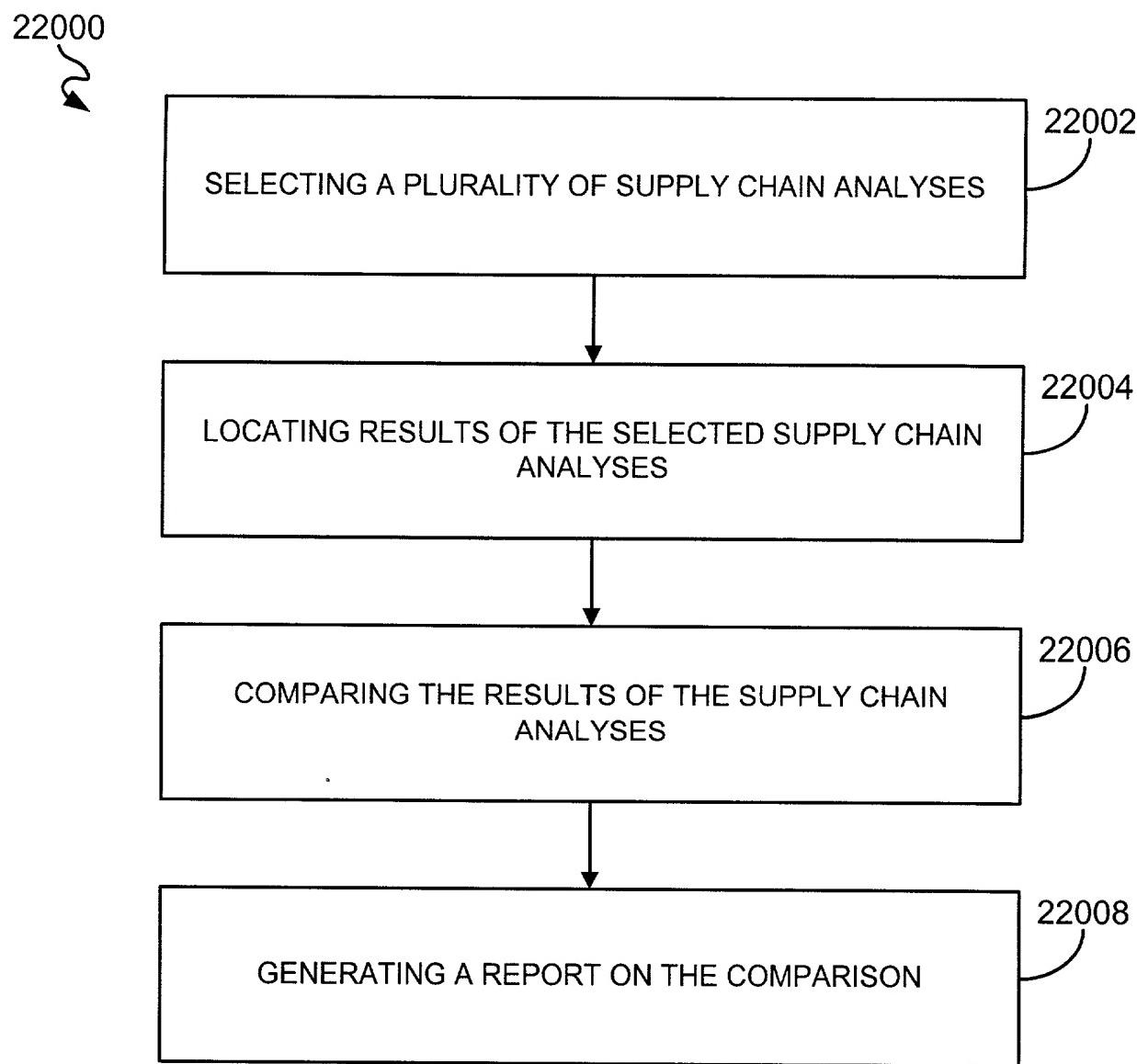


FIG. 220

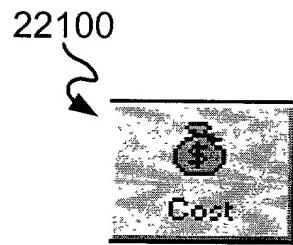


FIG. 221

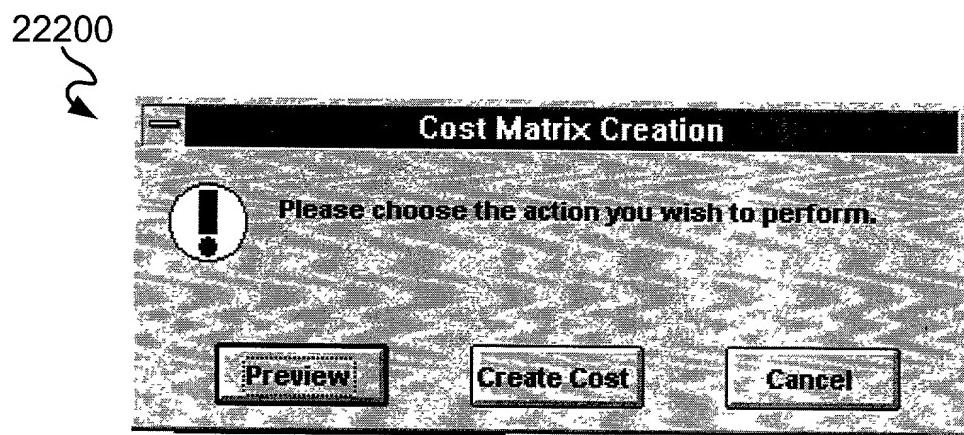


FIG. 222

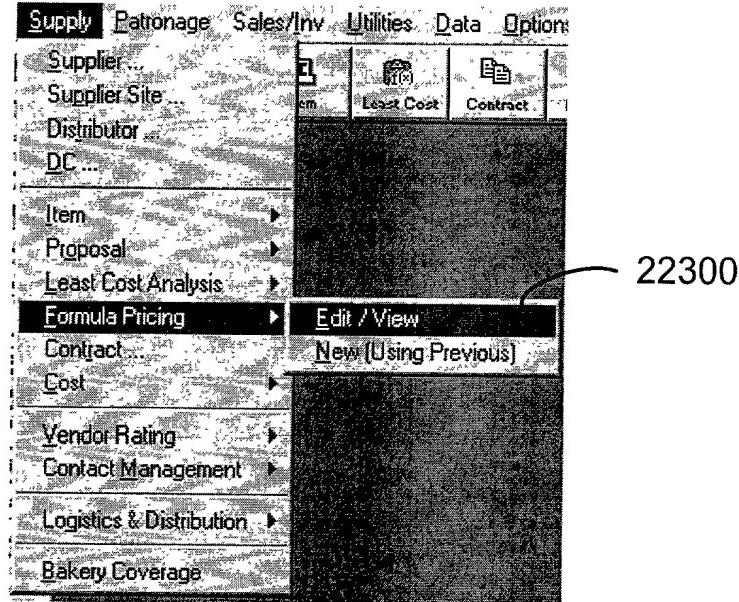


FIG. 223

22400

This is a screenshot of a software dialog box titled "Formula Pricing - BEEF - 77% - 04/06/98". The dialog has a tabbed interface with "General Info" selected. Other tabs include Pricing, Freight, Formulas, Block Cost, and Adjustments. The "General Info" tab contains the following fields:

- Pricing ID:
- Description: Beef Pricing 04/06/01
- Item:
- Raw Material Pricing Date: From: To:
- Cost Matrix Begin Date: End Date:
- FOB Adjustment Amount:

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN DL	FRZN IMP AUS	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9316	0.9900	0.9995	0.9998	1.0000	0.9870
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572
										0.9659
										0.9760

FIG. 225

22600

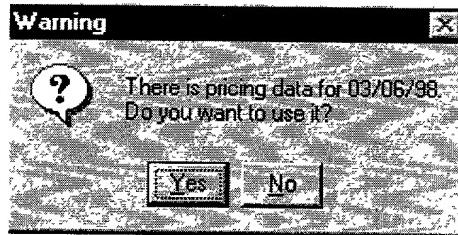


FIG. 226

22700

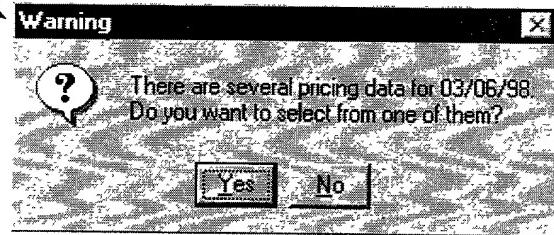


FIG. 227

22800

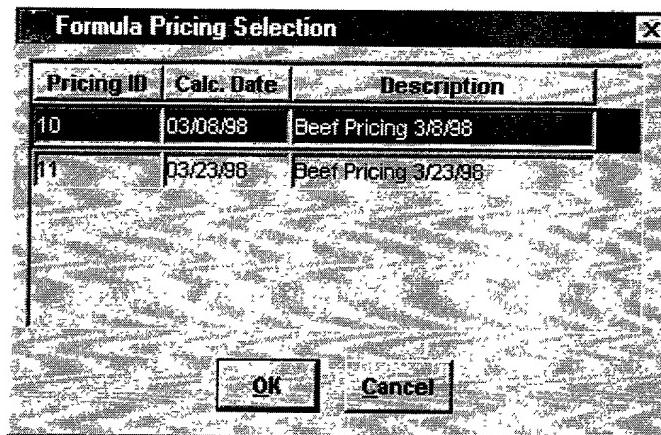


FIG. 228

22900

The screenshot shows a window titled "Formula Pricing - BEEF - 77% - 04/06/98". The tabs at the top are General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The Freight tab is selected.

Supplier FOB

AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Address

Freight Amt

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments								
Formula	FB50TR	FO50TR	FD73TC	FD80LC	FD85LN	FD90LC	IMAU99	LFTB	Total				
AFS-1	0.9120	0.2674				0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840	
DIV-1	0.1400	0.1285	0.2000	0.1949	0.1400	0.1368		0.2000	0.2190	0.3200	0.3139	0.9941	
GS-1	0.3270	0.3042					0.1730	0.1972	0.3000	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200			0.2178	0.2026	0.2178	0.2153	0.2178	0.2386	0.1050	0.0958	0.9721
SER-1	0.3250	0.2826					0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884
TEX-1	0.3090	0.2768					0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2956					0.1750	0.1989	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977					0.4675	0.5185	0.1000	0.0986	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9640	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9785	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 772 - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23400

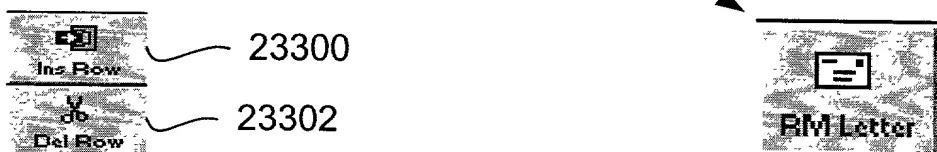


FIG. 233

FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

100.0000%

FIG. 235

23600

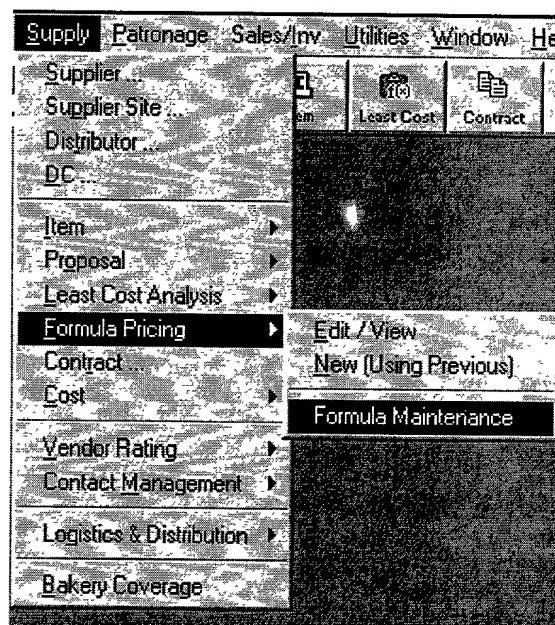


FIG. 236